

# GRAIN DEALERS JOURNAL



The Grain Dealers Special for the 27th Annual Convention of the Grain Dealers National Ass'n. will leave the Rock Island LaSalle St. Station at Chicago, Sunday, Sept. 30th, at 10:00 P. M., arriving at Des Moines, Monday at 8:00 A. M. Get your reservations in early. All aboard!



# These Elevator Concerns Know!

DAILY performance in scores of elevators throughout the country is the best evidence of the efficiency of the

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Government Elevator, Calgary, Alta.  
Buenos Aires Elevator Co., Buenos Aires, Argentine.  
C., M. & St. P. Ry. Elevator "A," Milwaukee, Wis.  
Quaker Oats Co., Cedar Rapids, Iowa.  
Washburn-Crosby Co., Minneapolis.  
Powell & O'Rourke Grain Co., St. Louis.  
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## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.*

### ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.\*

### ATLANTA, GA.

Commercial Exchange Members.

Haym & Co., M. H., wholesale brokers, grain, hay.\*

### BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain receivers, exporters.\*  
Dennis & Co., grain merchants.  
England & Co., Inc., Chas., grain, hay.\*  
Fahy & Co., John T., grain receivers and exporters.\*  
Gill & Fisher, receivers and shippers.\*  
Hammond, Snyder & Co., Inc., receivers, exporters.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Johnston Co., Thos., receivers & shippers.\*  
Jones & Co., H. C., receivers, shippers, exporters.\*  
Lederer Bros., grain receivers.\*  
Robinson & Jackson, grain commission merchants.\*  
Steen & Bro., E., grain receivers and exporters.\*

### BLOOMINGTON, ILL.

Hasenwinkle-Scholer Co., corn and oats.

### BOSTON, MASS.

Chamber of Commerce Members.

Beusquin, Matthew D., grain brokerage commission.\*

### BUFFALO, N. Y.

Corn Exchange Members.

Armour Grain Co., grain merchants.\*  
Burns Bros. Grain Corp., grain commission.\*  
Davis, Inc., A. C., grain.\*  
Globe Elevator Co., receivers & shippers.\*  
Great Lakes Grain Co., Inc., receiving & forwarding.  
Harold, A. W., grain, barley a specialty.  
McKillean, Inc., J. G., receivers and shippers.\*  
Pratt & Co., receivers, shippers of grain.\*  
Ratcliffe, S. M., commission merchant.\*  
Seymour-Wood Grain Co., consignments.\*  
Sunset Grain & Feed Co., grain & feed.\*  
Tayntor & Shaw, receivers & shippers.\*  
Townsend Ward Co., The, consignments.\*

### CAIRO, ILL.

Board of Trade Members.

Cairo Grain Com. Co., consignments.\*  
Halliday Elevator Co., grain dealers.\*  
Hastings Co., Samuel, receivers & shippers.\*  
Hastings-Stout Co., grain merchants.\*  
Lynch Grain Co., grain dealers.\*  
Thistlewood & Co., grain and hay.\*

### CEDAR RAPIDS, IOWA.

King Wilder Grain Co., grain shippers.\*  
Murrel Grain Co., Ray, receivers and shippers.\*

### CHICAGO, ILL.

Board of Trade Members.

Armour Grain Co., grain buyers.\*  
Badenoch Co., J. J., grains, millfeeds, concentrates.\*  
Bailey & Co., E. W., grain commission merchants.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*  
Dole & Co., J. H., grain and seeds.\*  
Gerstenberg & Co., commission merchants.\*  
Harris, Winthrop & Co., grain commission.\*  
Hitch & Carder, commission merchants.\*  
Holt & Co., Lowell, commission, grain and seeds.  
Lamson Bros. & Co., consignments solicited.\*  
McKenna & Dickey, commission merchants.\*  
Mumford & Co., W. R., grain, hay, millstuffs.\*  
Nash-Wright Grain Co., grain merchants.\*  
Norris Grain Co., grain and seeds.\*  
Pope & Eckhardt Co., grain and seeds.\*  
Rang & Co., Henry, grain merchants.\*  
Rosenbaum Brothers, grain merchants.\*  
Rosenbaum Grain Corp., commission merchants.\*  
Rothschild Co., D., receivers and shippers.\*  
Rumsey & Co., grain commission.\*  
Schiffin & Co., P. H., commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*

\*Member Grain Dealers National Association.

### CHICAGO, ILL. (Continued).

Somers, Jones & Co., grain and field seeds.\*  
Udpike Grain Co., consignments.\*

### CINCINNATI, O.

Grain & Hay Exchange Members.

Blumenthal, Max, commission merchants.  
Cleveland Grain & Mfg. Co., grain merchants.\*  
DeMolet Grain Co., receivers & shippers.\*  
Early & Daniel Co., grain, hay, feed.\*  
Schoell Grain Co., receivers & shippers.\*

### CIRCLEVILLE, OHIO.

Cook, Wade H., grain, hay and grain products.\*

### CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. I., grain and millfeed.\*  
Cleveland Grain & Milling Co., The, receivers & shippers.\*  
Sheets Elevator Co., The, grain, hay, straw.\*  
Shepard, Clark & Co., grain merchants.\*

### COLUMBUS, OHIO.

Smith-Sayles Grain Co., The, buyers and shippers.\*

### DALLAS, TEXAS.

Watson Co., H. H., grain, millfeed, hay.

### DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.\*

### DECATUR, ILL.

Raldwin & Co., H. I., grain dealers.\*  
Harrison, Ward & Co., Grain Belt Elevator.\*

### DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.\*  
Conley-Ross Grain Co., The, grain and beans.\*  
Denver Elevator, wholesale grain, flour, millfeed.\*  
Houlton Grain Co., wholesale grain.\*  
Kellogg Grain Co., O. M., receivers and shippers.\*  
McCaull-Dinsmore Co., wholesaler and commission.\*  
Phelps Grain Co., T. D., wholesale grain.\*  
Rocky Mountain Grain Co., export and domestic grain.\*  
Summit Grain Co., wheat, corn, oats, rye, barley.\*

### DES MOINES, IOWA.

Board of Trade Members.

Des Moines Elvtr. & Gr. Co., oats a specialty.  
Lockwood, Lee, broker.  
Lake Grain Co., J. C., buyers, sellers all grains.  
Taylor & Patton Co., corn and oats.\*

### DETROIT, MICH.

Board of Trade Members.

Caughy-Jossman Co., grain and field seeds.\*  
Dumont, Roberts & Co., receivers, shippers.\*  
Lapham & Co., J. S., grain dealers.\*  
Lichtenberg & Son, oats, corn, hay, straw.\*  
Simmons & Co., F. J., grain and hay.\*  
Swift Grain Co., consign or ask for bid.\*

### EMPORIA, KANSAS.

Trusler Grain Co., grain merchants.

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Carter Grain Co., C. M., grain merchants.\*  
Dorsey Grain Co., merchants—commission consignments.  
Moore-Seaver Gr. Co., receivers, shippers, consigns.  
Mountcastle-Merrill Gr. Co., grain merchants.\*  
Rosenbaum Grain Corp., grain merchants.\*  
Transit Grain & Com. Co., consignments, brokerage.\*  
Universal Mills, "Superior" Feeds.\*

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### HASTINGS, NEBR.

Koehler-Twisdale Elevator Co., grain dealers.\*

### HATTIESBURG, MISS.

Merchants Grocery Co., whlse. grocers, grain, fd., fr.

### HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.  
Rothschild Co., S., grain, c/s products, rice b/p.\*

### INDIANAPOLIS, IND.

Board of Trade Members.

Anderson & Weirick, gr. commission & consignments.\*  
Bingham Grain Co., The, receivers & shippers.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain & Milling Co., grain commission.  
Hart-Maibucher Co., grain merchants.\*  
Hayward-Rich Grain Co., grain commission.\*  
Kinney Grain Co., H. E., receivers & shippers.\*  
National Elevator Co., grain merchants & Comm.  
Menzie Grain & Bkg. Co., Carl D., grain merchants.\*  
Montgomery & Tompkins, receivers & shippers.\*  
Shotwell & Co., Chas. A., grain and scales.  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.\*

### KANKAKEE, ILL.

Breckenridge Grain Co., grain dealers.

### KANSAS CITY, MO.

Board of Trade Members.

Armour Grain Co., grain merchants.\*  
Bruce Bros. Grain Co., consignments.  
Christopher & Co., B. C., kafir, feterita, millo.\*  
Davis Grain Co., A. C., grain commission.  
Davis-Noland-Merrill Grain Co., grain merchants.  
Denton Hart Grain Co., consignments.\*  
Ernst Davis Grain Co., commissions.\*  
Lichtig & Co., H., kafir, millo, screenings.  
Logan Bros. Grain Co., receivers and shippers.\*  
Miller Grain Co., S. H., consignments.  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., grain merchants and exporters.\*  
Rocky Mt. Grain & Com. Co., consignments.\*  
Scouler Bishop Grain Co., receivers and shippers.\*  
Shannon Grain Co., consignments.  
Simonds, Shields, Lonsdale Grain Co., grain.\*  
Thresher Grain Co., R. J., grain commission.\*  
Wallingford Brothers, grain merchants.\*  
Watkins Grain Co., consignments.\*  
Western Grain Co., Inc., receivers and shippers.\*  
Wilser Grain Co., consignments.\*

### LINCOLN, NEBR.

Grain Exchange Members.

Lincoln Grain Co., grain merchants.\*

### LITTLE ROCK, ARK.

Grain Exchange Members.

Farmer Co., E. L., brokers, grain & mill feed.  
Gordy Co., C. L., grain brok., hay, grain, millfeed.

### LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Grain Co., receivers-shippers of grain.\*  
Callahan & Sons, receivers and shippers of grain.\*  
Kentucky Public Elevator Co., stores and shippers.\*  
Zorn & Co., S., receivers and shippers.\*

### LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.

### McKINNEY, TEXAS.

Reinhardt & Company, wheat, corn, oats, maize.\*

### MEMPHIS, TENN.

Merchants Exchange Members.

Browne, Walter M., broker and com., consignments.\*  
Buxton, E. E., broker & commission merchant.\*  
U. S. Feed Co., grain, hay, mill feed.\*

### MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

(Continued on next page.)



# Directory of the Grain Trade

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## MILWAUKEE, WIS.

### Chamber of Commerce Members.

Franke Grain Co., The, grain and feed.  
Froedtert Grain & Malting Co., recvrs. and shippers.\*  
Kamm Co., P. C., grain shippers.\*  
LaBude Feed & Grain Co., grain, feed, hay.\*  
Milwaukee Grain Com. Co., recvrs. grain and seed.

## MERIDIAN, MISS.

### Board of Trade Members.

Threefoot Bros. & Co., whsle. grain, feed, flr., gro.\*

## MINNEAPOLIS, MINN.

### Chamber of Commerce Members

Cargill Commission Co., grain commission.\*  
Cereal Grading Co., grain merchants.\*  
Davies Co., F. M., gr. commission merchants.  
Hiawatha Grain Co., grain merchants.  
Itasca Elevator Co., grain merchants.\*  
Malmquist & Co., C. A., receivers & shippers.\*  
Marfield Grain Co., grain commission.\*  
Poehler, Wm. A., grain merchant.  
Sheffield Elevator Co., shippers of grain.\*  
Van Dusen-Harrington Co., grain merchants.\*  
Zimmerman, Otto A., grain and feed.

## NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.

## NEW ORLEANS, LA.

### Board of Trade Members.

Fox Co., C. B., exporters.\*

## NEW YORK CITY.

### Produce Exchange Members.

Jones & Co., M. B., buyers—quote us.\*  
Knight & Company, commission merchants.\*  
Therrien, A. F., broker.

## NASHVILLE, TENN.

McKay-Reece Co., wholesale seeds & grain.

## OKLAHOMA CITY, OKLA.

### Grain Exchange Members.

Jackson, Inc., Paul T., grain merchant.  
Marshall Grain Co., grain, feed, seeds.\*  
Stinnett Grain Co., grain merchants.\*  
Vandenburgh, Jesse, milling wheat.\*

## OMAHA, NEBR.

### Grain Exchange Members.

Crowell Elevator Co., receivers, shippers.\*  
Flanley Grain Co., receivers and shippers.\*

## OMAHA, NEBR. (Continued).

Stockham Grain Co., E., commission merchants.\*  
Trans-Mississippi Grain Co., receivers and shippers.\*  
United Grain Co., commission and brokerage.\*  
Udike Grain Co., milling wheat.\*

## PEORIA, ILL.

### Board of Trade Members.

Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.  
Harrison, Ward & Co., receivers & shippers.\*  
Luke Grain Co., grain commission.\*  
McFadden & Co., C. C., grain commission.\*  
Miles, P. B. & C. O., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*  
Tyng Grain Company, receivers and shippers.\*

## PHILADELPHIA, PA.

### Commercial Exchange Members.

Dunwoody Co., Ezl., flour, grain, feed.\*  
Richardson Bros., grain, flour, millfeed.\*  
Richardson, Geo. M., grain and feeds.\*  
Stites, A. Judson, grain and millfeed.\*

## PITTSBURGH, PA.

### Members Grain and Hay Exchange.

Allen & Co., H. S., grain and hay.\*  
Hardman & Daker, grain, hay, millfeed.\*  
Harper Grain Co., corn a specialty.\*  
McCague, Ltd., R. S., grain, hay.\*  
Rogers & Co., Geo. E., grain and hay.\*  
Smith & Co., J. W., grain merchants.\*  
Stewart & Co., Jesse C., grain and mill feed.\*  
Walton Co., Samuel, grain and hay.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

## ROANOKE, VA.

Albergotti Bros. & Co., grain, feed, hay, flour brokers.\*

## RICHMOND, VA.

### Grain Exchange Members.

Beveridge & Co., S. T., grain, hay, feeds, seeds.  
Mayo Milling Co., millers, grain, feed seeds.\*  
Morriss & Co., C. F., grain, feed, hay, flour brokers.\*  
Saginaw Milling Co., jobbers grain, hay, feed, beans.

## ROCHESTER, N. Y.

Dailey Bros., Inc., receivers and shippers.

## ST. JOSEPH, MO.

### Grain Exchange Members.

A. J. Elevator Co., The, wheat, corn, oats.\*  
Button-Simmons Grain Co., grain commission.\*  
Gordon Grain Co., grain commission.\*

## SAN ANTONIO, TEXAS

King, Douglas W., wheat, corn-brok., Texas B. Oats.\*

## ST. LOUIS, MO.

### Merchants Exchange Members.

Dreyer Commission Co., feedingstuffs, grain, seeds.\*  
Graham & Martin Grain Co., grain commission.\*  
Hall Grain Co., Marshall, grain merchants.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Martin & Knowlton Grain Co., grain merchants.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Plecker & Beardsley Com. Co., grain and grain seed.\*  
Turner Grain Co., grain commission.\*  
Von Rump Grain Co., grain merchants.\*

## SIOUX CITY, IOWA.

### Board of Trade Members.

Button Co., L. C., grain commission.\*  
Western Terminal Elevator Co., receivers and shippers.\*

## SUFFOLK, VA.

Tidewater Brokerage Co., brokers, distributors.

## SUPERIOR, NEBR.

Bossemeier Bros. Terminal Elevator.\*

## TOLEDO, OHIO.

### Produce Exchange Members.

Churchill Grain & Seed Co., field seeds, popcorn.\*  
De Vore & Co., H. W., grain and seeds.\*  
King & Co., C. A., grain and seeds.\*  
Southworth & Co., grain and seeds.\*  
Wickenhiser & Co., John, grain receivers, shippers.\*  
Young Grain Co., grain.

## TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.\*

## WICHITA, KANS.

### Board of Trade Members.

Baker-Evans Grain Co., milling and export wheat.\*  
Smith-McLinden Grain Co., wheat, corn, kafir, millfeed.\*

## WICHITA FALLS, TEXAS.

Mytinger Mfg. & Grain Co., grain, feed, seeds.\*

## WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., whlrs. gr. and seeds.

\*Member Grain Dealers National Association.

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H. S. Allen & Co.  
Geo. E. Rogers & Co.

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**Globe Elevator Co.,**  
Receivers and Shippers

**Pratt & Co.,**  
Receivers and Shippers

**Burns Bros. Grain Co.,**  
Grain Commission

**Tayntor & Shaw,**  
Receivers and Shippers

**Seymour-Wood Grain Co.,**  
Consignments

**Sunset Feed & Grain Co., Inc.,**  
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## MINNEAPOLIS

Chamber of Commerce  
Members

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Board of Trade

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Board of Trade CHICAGO

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Sheldon, Ia. Fairmont, Minn.**Rosenbaum Brothers****Grain Merchants**

Board of Trade Chicago, Ill.

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for car lot dealers

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The marginal index figure represents the right hand or unit figure of the number entered; and the column heading the second or tens figure. So that the required number can always be instantly found if properly entered.

Form 40 contains 42 pages, bound in heavy canvas covers with spaces for registering 13,200 cars. Price, \$2.50. Weight 13 $\frac{1}{2}$  lbs.FORM 42 contains 72 pages, bound in art canvas covers with spaces for registering 21,600 cars. Price, \$3.25. Weight 23 $\frac{1}{2}$  lbs.**Grain Dealers Journal, 309 So. La Salle St., Chicago, Ill.**



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## CHICAGO

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**Accounts of Grain Merchants Invited**

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ALL YOUR FRIENDS WILL BE AT  
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Receivers **GRAIN** Shippers  
42-47 Board of Trade



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Grain shippers who are anxious to get the most from their grain will find it to their advantage to investigate the merits of the Denver market. After a thorough investigation it is a known fact that it will receive your shipments. Any of the Grain Exchange members listed below will be glad to give you any information you may desire. Better still—ship at least one car to any of them and be convinced.

**McCaull-Dinsmore Co.**

*Grain—Wholesaler and Commission.*

**Denver Elevator**

*Wholesale Grain, Flour, Mill Feed and Pinto Beans.  
We operate 30 elevators in eastern Colorado.*

**O. M. Kellogg Grain Co.**

*Receivers and shippers of all kinds of Grain.*

**T. D. Phelps Grain Co.**

*Wholesale Grain and Beans.*

**The Ady & Crowe Mercantile Co.**

*Grain, Hay, Beans.*

**Rocky Mountain Grain Co.**

*Grain Merchants—Export and Domestic.*

**Houlton Grain Company**

*Wholesale Grain—Get in touch with us.*

**The Conley-Ross Grain Co.**

*Wholesale Grain.*

**The Summit Grain Co.**

*Receivers and shippers of all kinds of grain.  
Offices and elevator, 19th and Navajo Sts. P. O. Box 805.*

Note: All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discontinued by three disinterested members of the Exchange, when dockage is not provided for in the contract.

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44 Years

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in this number of the GRAIN DEALERS JOURNAL are especially interesting. After you have read them, consider carefully whether you are not better off with the twenty-four numbers of the Journal, on your desk, or the \$2.00 in your pocket.



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GRAIN DEALERS  
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Ask for Our Prices

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wide awake and on the alert to  
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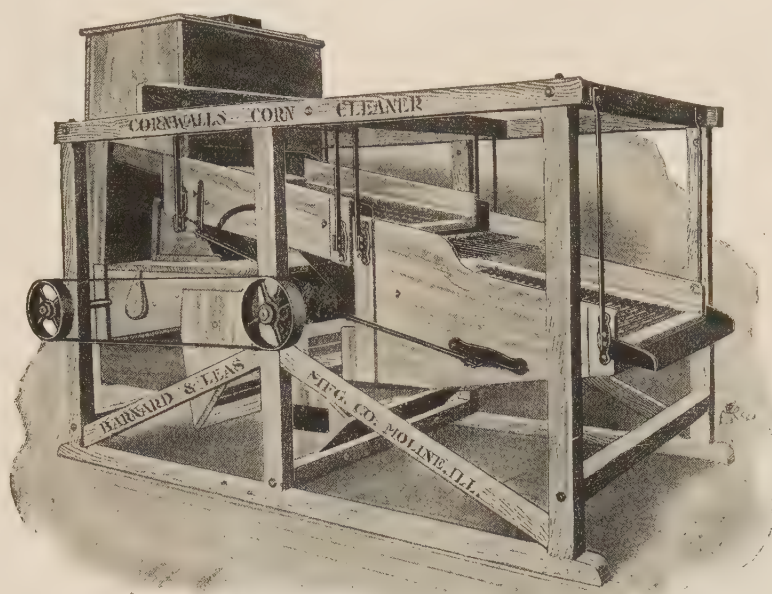
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The Barnard-Cornwall Corn Cleaner, illustrated above, is the only machine on the market that removes, without clogging, all cobs, small cob ends, pieces of cob, chaff, silks, husks, shrunken grains and light, broken pieces or corn, leaving the shelled corn whole and perfectly clean.

This is accomplished by the use of our **patented finger sieve**, which is of special construction and which serves to shake up the mass of shucks, cobs, etc., allowing the corn to fall through onto the tail sieve where it is given a chance to make a better separation. The screenings drawn out by the last air separation are caught in the screen box and can be ground into feed.

This machine can also be fitted with an extra set of sieves for cleaning wheat, oats, etc., which can be placed on the shaker without removing the corn sieves, therefore it is a **good receiving separator**. When desired, we can construct the sieve shaker with a cockle or sand sieve for removing mustard and other small seeds, sand, etc.

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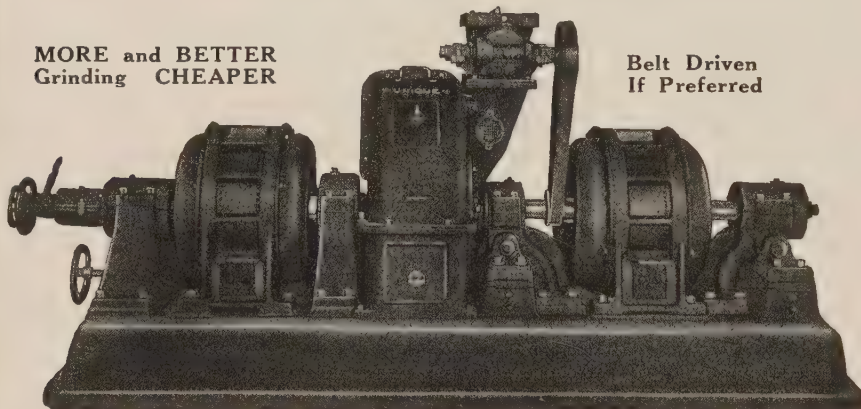
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It is only too true that the real purpose of the country elevator limits its regular business in accord with the seasons. But this slackening of regular activities need not develop slumpitis for your elevator, especially since your business is so closely related with the farmers and cattle and poultry raisers of your community. These people need ground feeds for their stock the year 'round, and since the elevator is the natural market for the grain raised in the community, it should also become a natural source for obtaining feeds. You can handle and develop this side line and keep a steady influx of customers to your elevator. It will carry all the overhead expenses and enable you to show a substantial profit.

### The UNIQUE BALL BEARING ATTRITION MILL

**MORE and BETTER  
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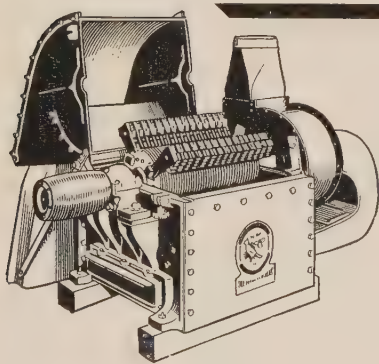
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Is the proper and reliable equipment for grinding feed. It is operating economically and efficiently in hundreds of flour and feed mills and grain elevators throughout the country, and in every instance is upholding its reputation of producing MORE and BETTER grinding CHEAPER.

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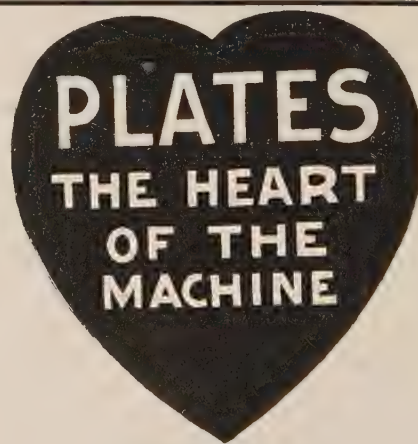
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**BECAUSE**—They cost less for Power per ton of Material ground—They are the most uniformly perfect plates made—Every element of risk is eliminated—Fewer plate changes are required—One of the foremost metallurgists in the U. S. A. is on the job in the Bauer Laboratory every day testing the Metals in every run of Bauer Plates—Bauer Plates are the highest grade Plates manufactured.

For more detailed information about **BAUER BALL-BEARING ATTRITION MILLS**, write today.

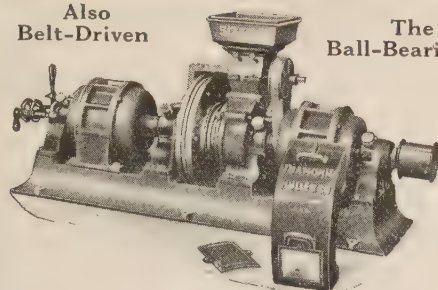
**The Bauer**  
**COSTS LESS PER HOUR**

**The Bauer Bros. Co.**  
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**Attrition  
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Strength and accuracy, combined with simplicity, are the dominating features of this mill. Over thirty years of experience in the designing and building of successful feed milling equipment. Just a step in advance of other makes in satisfaction to your clientele and profit to you.

The Only Licensed Attrition Mill Built in the WEST.  
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## Eliminate Weevil

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**Liquefied Hydrocyanic Acid**

Developed for the elimination of Moth and Weevil in mills, elevators and grain in storage.

Endorsed by

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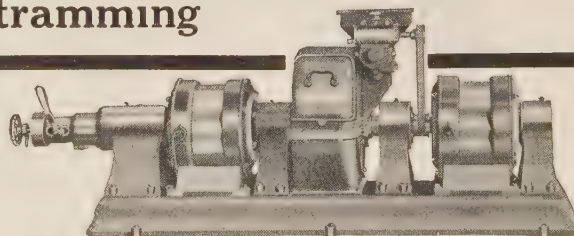
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Representatives in—

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**You can avoid “shutdowns” as this miller has by  
installing mills that need no tramming**

*—he has used a battery of MONARCH Ball Bearing Attrition Mills for 7 years—“they are always running and grinding.”*



“We haven’t had to bother you for a lot of repairs, nor have we bought any plates since the initial order”—writes C. W. Sievert, Arcady Farms Milling Company, after using an additional MONARCH mill for two years.

MONARCH Mills give steady service because they are more simple in construction than any other mill. No

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Get in touch with us today and let us put you in touch with millers who have built up a profitable business, because of the better and steadier grinding they are able to do with the MONARCH. The results that they are getting will show you what you can do.

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By nearly two decades of successful manufacturing have proven satisfactory in every installation.

### Some Points of Merit:

Automatic Traveling Brushes under screens  
Standard Blast Control, a departure from the ordinary  
Force Feed Hopper  
Suction Fan Dust Collector  
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Very light running.

*Let us explain more fully by  
sending our catalog.*

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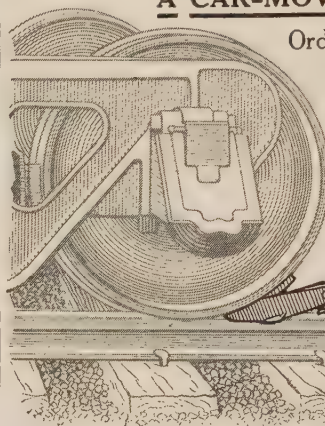
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Look for the word  
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Your trade would be pleased with MYLES LOUISIANA PURE SALT. Does not contain any organic matter or foreign substance and is clean and white.

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The Best Salt for all live stock and farm purposes. Medium grade guaranteed not to cake or harden under atmospheric or climatic conditions. MYLES FINE FARMERS SALT can be used for any purpose Salt is used on the farm.

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GRAIN RECEIVING BOOK Form 12 AA is designed to facilitate keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8 1/4 x 14 inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 41 wagon loads and each book has 200 pages or spaces for records of 8,200 loads. The book is well printed, ruled on ledger paper, and substantially bound in full heavy canvas covers. Weighs 2 1/2 lbs.

GRAIN SHIPPING BOOK Form 14 AA is designed to facilitate recording sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10 1/4 x 16 1/4 inches, used double. The left-hand pages are ruled for information regarding Sales and Shipments; the right-hand pages for Returns. Under Sales the column headings are Date, Amount Sold, Price, Grain, Terms. Under Shipments are Date, Car Number and Initial. Our Weights in Bushels, Grade, Route, Rate. Under Returns are Destination, Grade, Difference, Bushels Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

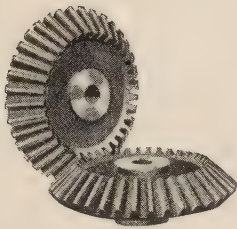
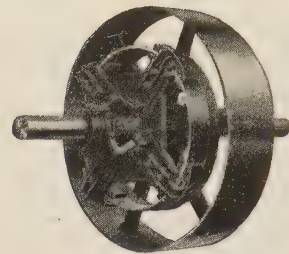
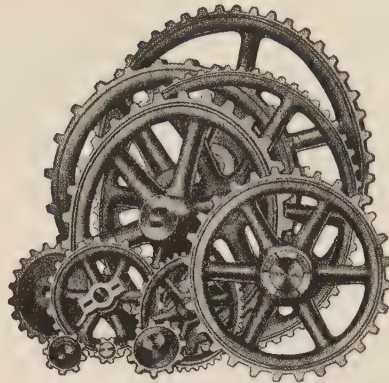
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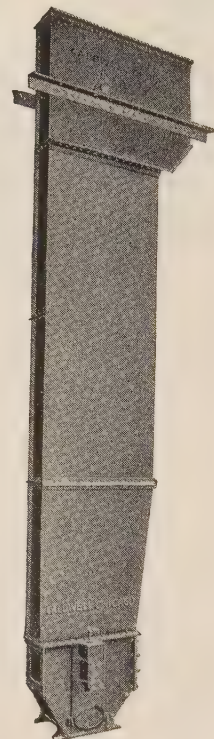
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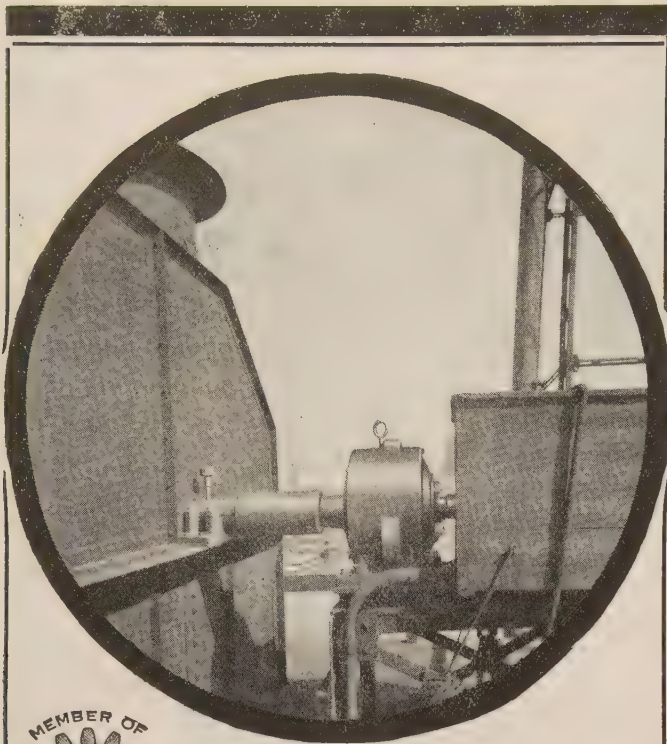
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You should know all about Foote Speed Reducers for they will save money for you, and give your plant greater efficiency.

Ask our engineers—write today before you forget.

### Foote Bros. Gear & Machine Co.

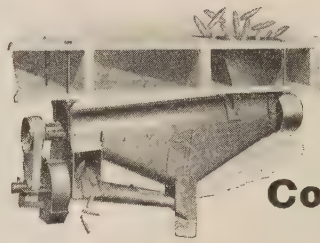
Mfrs. of rawhide and bakelite micarta pinions and cut gears of all kinds. Special machinery made to order. Submit your blueprints.

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Underwood Bldg.,  
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### TRIUMPH Corn Sheller

The kind you always wanted but  
never really expected to get

Low Price  
Large Capacity  
Small Operating Cost  
Good for a lifetime

Ask us for a descriptive circular.  
You'll find it interesting.

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Main Office and Works: Cleveland, Ohio.

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to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Grain Tables
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Bag Closing Machine	Magnetic Separator
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Dump	Self-Contained Flour Mill
Dust Collector	Separator
Dust Protector	Sheller
Elevator Brushes	Siding-Roofing { Asbestos
Elevator Leg	Steel
Elevator Paint	Silent Chain Drive
Feed Mill	Speed Reduction Gears
Fire Barrels	Storage Tanks
Fire Extinguishers	Spouting
Friction Clutch	Teating Apparatus
Grain Driers	Transmission Machinery
	Transmission Rope
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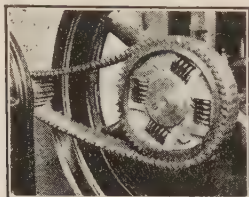
Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

### Information Bureau

Grain Dealers Journal, 309 So. La Salle St., Chicago



(Drive, with shock-absorbing sprocket)



## SHORT ON SPACE?

Short drive American High Speed Chains save valuable space in your elevator. Because they transmit more than 98% of the power applied, they have proven the most economical and efficient method of power transmission.

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HIGH SPEED CHAIN CO.  
INDIANAPOLIS, U. S. A.

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is a new book, designed to meet an ever increasing demand for a record which will enable the dealer to balance his Purchases and Sales and determine almost instantly, whether he is long or short.

Separate pages are devoted to each kind of grain, thus simplifying the recording of each contract. This form covers facing pages, the left hand pages being devoted to a record of contracts for—Purchased, under which the following information is entered: "Date, From Whom Bot, Bushels, Grade, Delivery, Price, By Whom, How and Remarks."

The right hand pages provide spaces for a record of contracts for—Sold as follows: "Date, To Whom, Bushels, Grade, Shipment, Price, By Whom, How and Remarks."

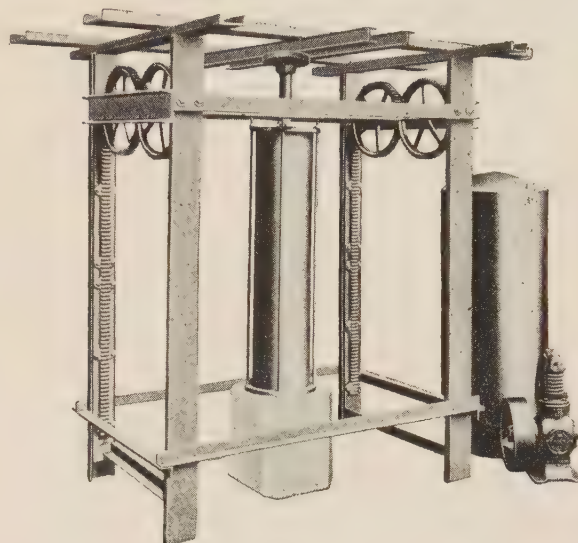
Do not attempt to do business without keeping this record. It requires only a few minutes work each day and may prevent large losses with the present unstable conditions of the market.

The book contains 100 double pages, size 8½x14 inches, ruled and printed on heavy ledger paper and well bound in full tan canvas.

Order Form 18 P & S, price \$3.00 per copy

**GRAIN DEALERS JOURNAL**  
315 South La Salle St. Chicago, Ill.

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The improved Trapp Dump fills every dump requirement. The same solid features which have made it successful in over 2,000 installations have been retained.

The Patent Interlocking Gears which prevent the platform from binding is an exclusive Trapp feature.

The platform is free from obstructions or so-called guard rails. It has been enlarged and shaped to clear the flywheel and fenders of trucks. A truck can be lifted to an angle that will dump grain without the use of a scoop. Compare this with others.

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*First and Last the Cheapest  
First Built and Last to Wear Out*

**ALL STEEL  
TRAPP DUMP**

Manufactured by

**DRAKE - WILLIAMS - MOUNT COMPANY**  
Omaha, Nebraska

*Manufacturers of boot pans, water and oil tanks, and smokestacks. Jobbers of boiler tubes, plate, sheet, and structural steel.*





## Watch out for bolts!

--as dangerous as firebrands

A firebrand isn't the only thing that can start a fire or an explosion in a mill or elevator. A bolt or nut—the smallest bit of iron—when caught in grinding equipment may throw off a spark that will do the business just as disastrously.

Watch out for bolts! Remove them—and other iron—from the grain with Dings "High Intensity" Magnetic Separators. Then they'll not enter grinders and there'll be no fires or explosions.

Getting the Dings Bulletin is the first step towards certain protection. Write

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642 Smith Street, Milwaukee

**Dings**  
*High Intensity*  
**MAGNETIC SEPARATION**

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Rubber Protector, \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

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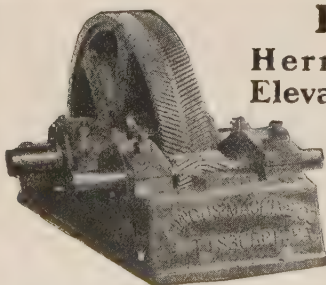
A cyclone in the true sense of the word has force of air without any back draft.

## The New "1905" Cyclone Dust Collector

By improved construction, three-fourths of the back draft is eliminated and better work is done on less power. Send for prices and particulars.

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Jackson, Mich.

Kansas City, Mo.—We like the Journal and consider it the best paper in the trade.  
—Lev. Fowler Grain Co.



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Save 25% to 50% in maintenance and operating costs.

Gears enclosed in dust proof and oil tight cases with roller bearings.

*Efficient - Durable - Compact*

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## Wagon Loads Received

A book for the use of country grain buyers in keeping a record of grain received from farmers. Some dealers record oats receipts in front and corn receipts in the back of book; others use a separate book for each kind of grain.

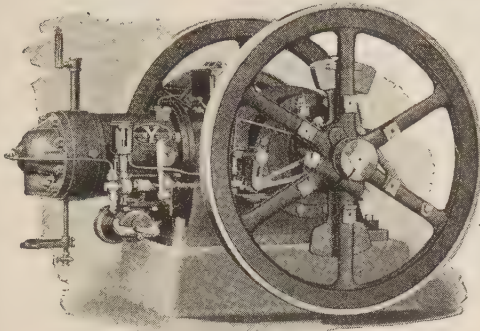
Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks.

The book is 9½x12 inches, 200 pages, 20 lines to each page, giving room for recording 4,000 loads, printed on Linen Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380. Price, \$3.00

**GRAIN DEALERS JOURNAL**  
309 South La Salle St., CHICAGO, ILL.



# Fairbanks-Morse "Y" Oil Engines



## An Elevator Operator Says:

We have been using a Fairbanks-Morse Type "Y" Oil Engine for over five years, and during this time the only repairs needed cost us 75 cents.

The cost of operation has been a revelation to us both in fuel and repairs.

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I have been milling constantly for thirty-six years and have used water power and steam. I am now using the Fairbanks-Morse Type "Y" Oil Engine and it is decidedly the best power of the lot, and we think as cheap as water power.



**Fairbanks, Morse & Co.**  
MANUFACTURERS CHICAGO



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*The Car Mover With Power*

When you put an Atlas under the wheels of a car there is never a question about moving it.

**Compound Action Fully Guaranteed**

**The Best Car Mover on Earth**

**APPLETON CAR MOVER COMPANY**

Appleton, Wisconsin

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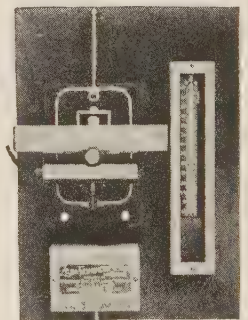
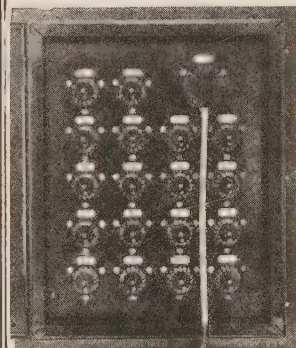
This double page form is designed especially for country shippers in keeping a complete record of each car of grain shipped from any station or to any firm, may be kept by themselves under the following column headings: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price Amount, Freight, Other Charges, Remarks.

The book is 9 1/2 x 12 inches, and contains 160 pages of edger paper 29 lines to each page, and has spaces for recording the foregoing facts regarding 2320 carloads. It is well bound in strong boards with leather back and corners.

Order Form 385. Price, \$3.00.

**GRAIN DEALERS JOURNAL**

309 S. La Salle Street, CHICAGO, ILL.



## The "ZELENY" Protects Your Grain

It is a simple device for testing the condition of grain stored in bins or tanks, by giving at all times the accurate temperature of the grain, not merely at the bottom and the top of the bins but at intervals of five feet up through the bins. It saves you money by eliminating unnecessary turning of grain, which entails shrinkage, time, labor, power and wear on machinery; prevents bin-burned grain; increases working capacity of plants by saving time.

Further data will be furnished on request.

**Western Fire Appliance Works**  
542 S. Dearborn St. CHICAGO

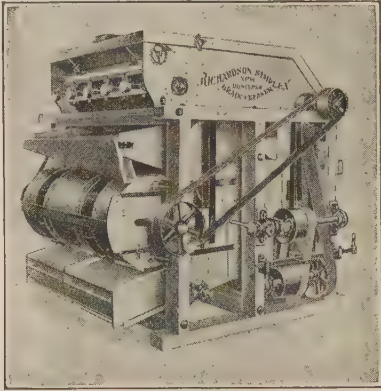
### A Few Zeleeny Installations

Cargill Grain Co.  
Pillsbury Flour Mills  
Bartlett Frazier Co.  
Udike Grain Co.  
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Have a Simplex Cleaner and Separator Installed on the Screenings Profit Plan



THE SIMPLEX  
Cleaner and Separator

The big profit in the grain business is in cleaning your wheat and flax thoroughly and without wasting good grain.

### Get the Facts

You pay us for the Cleaner out of the profit the Cleaner makes for you.

### The Simplex Cleaner is

The **only dustless cleaner** on the market, and is guaranteed to be the best constructed, most efficient, most adaptable and largest capacity cleaner built, barring none.

A Masterpiece that Will Outlast All Other Cleaners, and Will Stand Up Under the Most Severe and Continuous Usage.

Has Ten Special Features Not to Be Had on Any Other Cleaner.

## Richardson Grain Separator Company

Minneapolis, Minnesota

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Specify this belting when contracting to build or remodel.

Demand it when ordering direct.

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require little of your time for filing, and contain spaces for all the necessary information in the order which assures prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit Claims.

" B—Loss in Market Value Due to Delay in Transit.

" C—Loss in Quality Due to Delay in Transit.

" D—Loss in Market Value Due to Delay in Furnishing Cars.

" E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon. You tear out the original to send to the claim agent, and the carbon copy remains in the book, as a record of your claim.

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Send all orders to

### GRAIN DEALERS JOURNAL

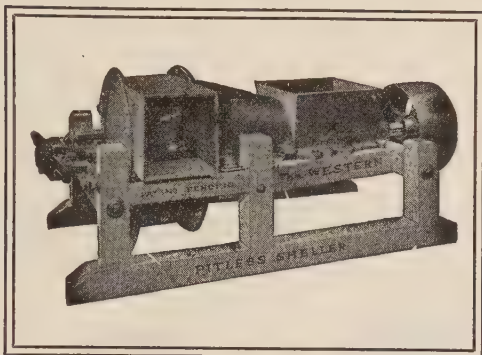
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CHICAGO, ILL.

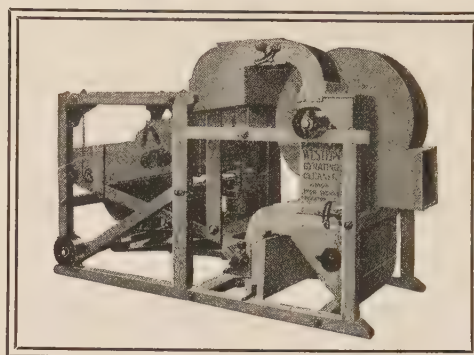


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## WESTERN LINE GRAIN ELEVATOR MACHINERY Shellers and Cleaners



PITLESS SHELLER



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**UNION IRON WORKS - DECATUR, ILL.**

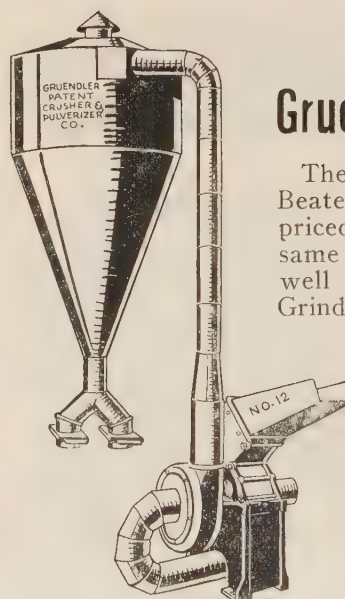
## UNIVERSAL Grain Code

Designed especially to reduce telegraph tolls, to prevent expensive errors and to protect the business of grain dealers and millers. Its 150 pages contain 14,910 code words and no two spelled near enough alike to cause an error. Includes Supplement of code words for the new Federal wheat, corn and oats grades.

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The Gruendler "Whirl Beater" Crusher is low priced but made on the same lines as our other well known Crusher, Grinders, Pulverizers and Shredders, having the latest improvements of double ended four cutting hammers which are reversible and adjustable so as to give the longest possible wear. Quick change grinding

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We specialize in corrugated sheets for roofing and siding; also sheet metal work for elevators. Immediate shipment from Chicago.

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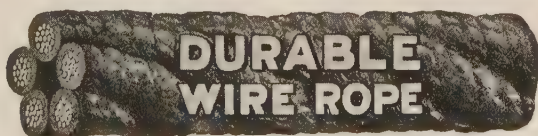
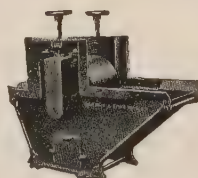
### Sheet Metal--Power Transmission

Machinery, because of the important part each plays in the operation of a grain elevator, should be the best obtainable. For many years we have specialized in the manufacture of the better class of grain elevator and flour machinery. No matter what equipment you may require, we can furnish it.

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THE MARLINE SERVED ROPE

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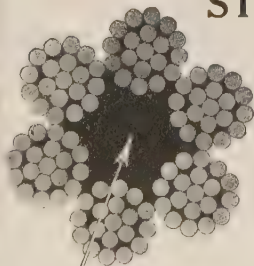
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Special constructions for special purposes

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Our Duplicating Grain Contracts will save you time, worry and money and should be used on every purchase. They certify the Farmer "has sold ——— Bushels of ——— at ——— cents per bushel, to grade No. ———, to be delivered at ——— on or before ———." They also certify that "If inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted.

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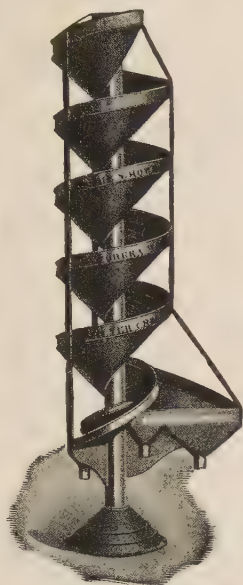
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Operates on the  
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Check bound, well printed. Shipping weight 3 lbs. Price \$1.15 f.o.b. Chicago.

**Grain Dealers Journal**

309 So. La Salle St.

Chicago, Ill.

## Dust Collectors



alone do  
not prevent  
explosions  
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tors, but

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Dust Col-  
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stalled.

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about equipment or supplies used  
in or about a grain elevator ask the*

Information Bureau  
Grain Dealers Journal Chicago, Ill.

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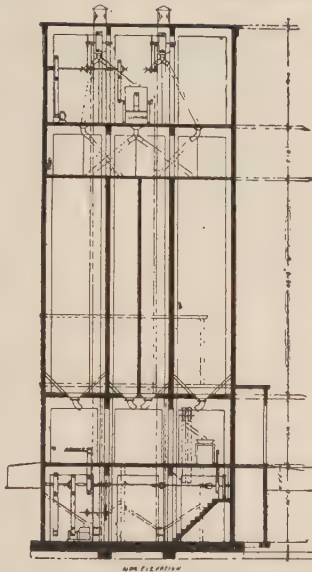
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### BOGESS CONSTRUCTION CO.

29 Gebhardt Block DECATUR, ILL.  
*Builders of*  
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of the BETTER CLASS  
Special study given to each plant—Each  
plant fills the individual needs



# GRAIN ELEVATOR BUILDERS



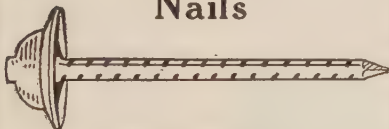
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## CRAMER BUILT

is the mark designating the best in Grain Elevator Construction at normal prices  
**W. H. Cramer Construction Co.**  
NORTH PLATTE, NEBR.  
Plans and Specifications Furnished

## HICKOK Construction Co. MINNEAPOLIS ELEVATORS

H. P. Roberts L. D. Rosenbauer

## Southwestern Engineering Company

Designers and Builders of  
**MODERN MILLS and ELEVATORS**  
Flour Mill and Elevator Machinery  
SPRINGFIELD, MO.

## HORNER & WYATT

Designers of  
Flour Mills and Grain Elevators,  
Warehouses, Power Plants and  
Industrial Buildings.

Preliminary Sketches and Estimates,  
Valuations and Reports.  
306 McMillen Bldg., Kansas City, Mo

## BURRELL ENGINEERING & CONSTRUCTION CO.

DESIGNERS AND BUILDERS  
ELEVATORS, FLOUR MILLS AND ASSOCIATED BUILDINGS  
513 W. Jackson Blvd, CHICAGO, ILL.

## ELEVATORS

designed and erected for the expeditious and economical handling of grain has been the specialty of this Corporation since its inception.

## THE MONOLITH BUILDERS, INC.

09 Mutual Bldg.

Kansas City, Mo.

## Duplicating Wagon Load Receiving Book

Hauler	Gross	Tare	Net	

This book is designed to facilitate the work of country buyers during the busy season when each farmer is hauling a number of loads at a time. The above illustration shows the left hand side of the sheet which remains in the book. The outer half has the same rulings, but is printed on the other side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon is inserted, an exact duplicate will be made of each entry. Each page has room for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

The book is 12x12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

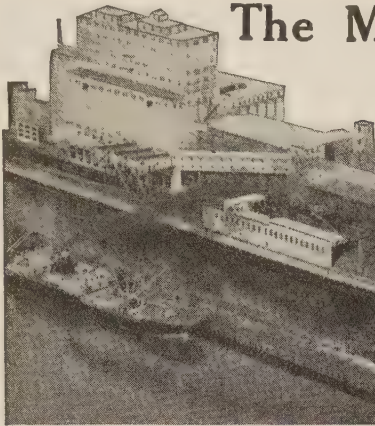
Order Form 66. Price \$3.00. Weight. 4 lbs.

Grain Dealers Journal

309 So. La Salle St. Chicago, Ill.



## The Most Modern Elevator in the World



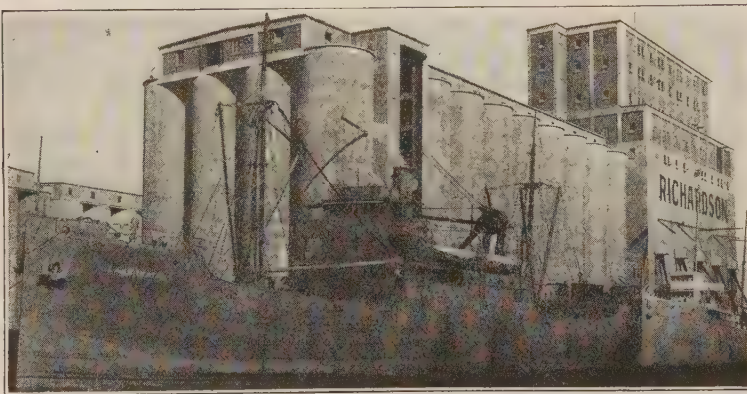
This is an aeroplane view of the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland, capacity 5,000,000 bushels. This elevator is equipped with

### Four Stewart Link-Belt Grain Car Unloaders

*Every day in every way we are designing and building better and better Grain Elevators. We have built for many of your friends—Eventually we will build for you. Why not now?*

**James Stewart & Co., Inc.**

Designers and Builders  
GRAIN ELEVATORS  
In All Parts of the World  
Grain Elevator Dept., W. E. Sinks, Manager  
1210 Fisher Building, Chicago, Ill.



## One of a Group of Elevators

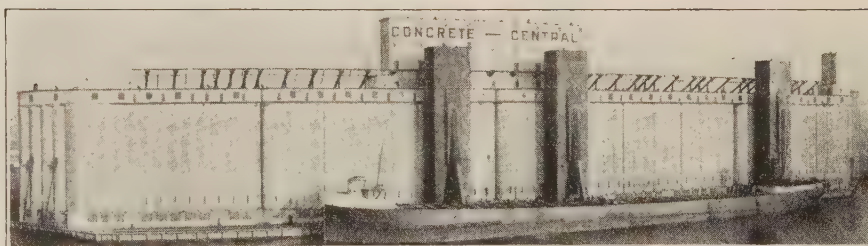
Built by us at Port Arthur. The group includes elevators for

The James Richardson & Sons, Limited.  
The Saskatchewan Co-operative Elevator Co., Limited.  
The Grain Growers' Grain Company, Limited.

### THE BARNETT-McQUEEN COMPANY, LIMITED

Designers and Builders of GRAIN ELEVATORS  
Offices: Fort William, Ont., Duluth, Minn. Minneapolis, Minn.

Operated by  
The Eastern Grain,  
Mill and Elevator  
Corporation



Concrete-Central  
Elevator, Buffalo, N. Y.  
Capacity  
4,500,000 Bushels

Designed and Built by

## Monarch Engineering Company

Buffalo, N. Y.

## First Unit Municipal Terminals, City of Norfolk, Virginia, U. S. A.



This work consists of a modern concrete grain elevator, piers, warehouses, slips and wharves, costing approximately \$5,000,000. It is being constructed in accordance with the plans and specifications and under the engineering supervision of

**Folwell-Ahlskog Co.**

Engineers and Constructors  
Chicago, Illinois, U. S. A.



*"A 1923 model that speaks for itself"*

**Baltimore & Ohio R. R.**  
Baltimore

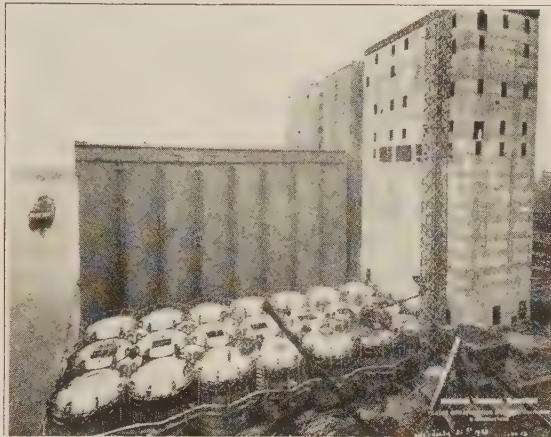


**John S. Metcalf Co.**  
Grain Elevator Engineers

108 S. La Salle Street  
Chicago, Ill.

54 St. Francois Xavier  
Street  
Montreal, Que.

also at  
Melbourne,  
Australia  
Buenos Aires,  
Argentina  
London, England



**Western Terminal Elevator**  
Ft. William, Ont.  
Now Under Construction

**Fegles Construction Co., Ltd.**  
Ft. William, Ont. Minneapolis, Minn.  
Engineers and Constructors

**BALLINGER CONSTRUCTION CO.**  
BLOOMINGTON, ILL.  
*Designers and Builders*  
GRAIN ELEVATORS — FLOUR MILLS  
WOOD or CONCRETE

**THE RYAN CONSTRUCTION CO.**  
SCHUYLER, NEB.  
We build Modern Fireproof Grain Elevators  
Mill Buildings and Storage Bins  
SPECIAL ATTENTION GIVEN TO REPAIR WORK  
*Let Us Know Your Requirements*

**SEND US  
YOUR INQUIRY**

We have the most complete  
organization in the Northwest  
for the construction of

**GRAIN and COAL  
ELEVATORS**

**T. E. Ibberson Company**  
MINNEAPOLIS, MINN.

## WANT ADS

in the GRAIN DEALERS JOURNAL make wants known to everyone connected with the grain trade. If you desire to buy or rent, sell or lease an elevator or anything used by grain dealers, try a JOURNAL want ad twice a month and your want will soon be satisfied.

## Clean and Load in One Operation

To make the most money these days the grain elevator operator must operate his plant as economically as possible; he must ship the highest grade possible and it must be clean. To get the maximum in loading facilities and at the same time clean the grain loaded every elevator operator should install

### The Combined Grain Cleaner and Pneumatic Car Loader

It does not mill or crack the grain; fills cars to full capacity; strong, durable, requires no attention after starting. Cools and dries the grain as it passes through the air.

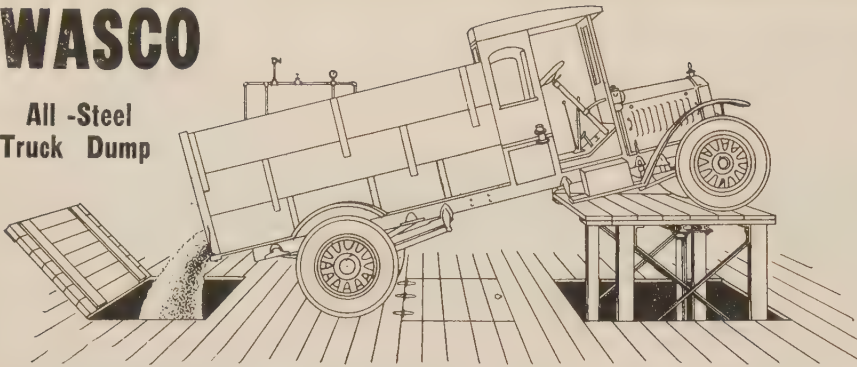
Used by hundreds of elevator owners. List of users will be sent you upon request.



Write for detailed information on this time and money saver.

**Mattoon Grain Conveyor Co., Mattoon, Illinois**



**WASCO****All -Steel  
Truck Dump**

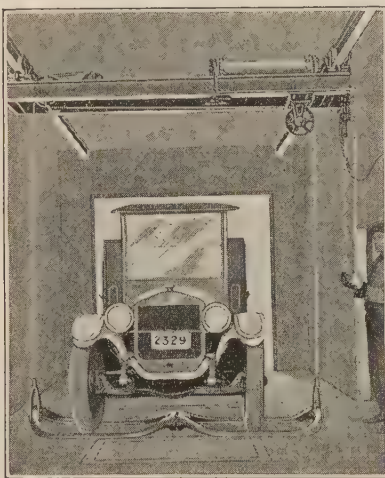
**The Walredh Supply Co., 512-514 School Street, Des Moines, Iowa**

Manufacturers and Jobbers of all kinds of Grain Elevator Machinery

**WELCOME  
Grain Dealers**

When you come to Des Moines Oct. 1, 2, 3 to attend the annual convention of the Grain Dealers' Nat'l Ass'n, make it a point to visit our factory and see the WASCO All-Steel Truck Dump made—from the raw material to the finished product.

Make our office your headquarters while in Des Moines.

**Stone's  
Vehicle Dump**

The DUMP that moves and dumps into any number of sinks desired.

Dumps any make of auto or wagon. You can drive onto DUMP from either end of driveway. No holes to cut in driveway floor except those to dump grain in.

All parts on driveway floor. No pits to dig or special floors to build. Rapid in operation. Will hold in suspension at any point.

**Lowest Cost as We Furnish a Complete Dump**

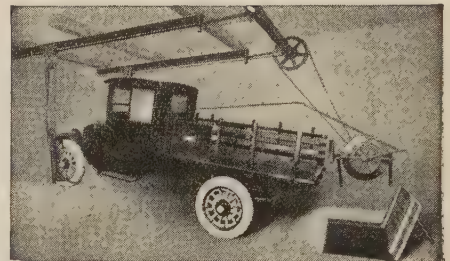
Complete information and cost of this dump is given in illustrated booklet which will be sent on request. Patented and manufactured by

**R. C. Stone Engineering Company**

320 Merchants Exchange Bldg.

St. Louis, Mo.

Designers and Builders of Mills, Elevators, Warehouses and similar structures

**The McMillin Wagon  
and Truck Dump**

Requires very small amount of power.

Simple to operate.

Can be operated by hand.

Few, if any, changes required in driveway for installing.

Smooth running.

All parts in plain view at all times.

Dumps shortest wagons and longest trucks into the same dump door.

Small additional cost and you can dump into any number of dump doors regardless of their distance apart.

Can raise to any angle stopping at any point desired.

No extra weight lifted when dumping.

For further information  
Address

**L. J. McMILLIN**

525 Board of Trade Building  
Indianapolis, Ind.

**10,000 SHIPPERS  
Are now using**

**TYDEN  
CAR SEALS**

Bearing shipper's  
name and consecu-  
tive numbers.

Prevent  
**CLAIM LOSSES**

Write for samples  
and prices

**INTERNATIONAL SEAL & LOCK CO.**  
Chas. J. Webb, Vice-President  
617 Railway Exchange Bldg., Chicago, Ill.



**CONE-SHAPE  
GRINDERS**

**It PAYS to GRIND ALL GRAINS**

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"I desire to express my appreciation of the long-lasting, trouble-proof grinder. Have used a No. 4 ten years & less than One Dollar per year for repairs." *B. W. Watt, Jacobsburg, O.*

10 sizes; 2 to 25 H. P. Write for free catalogue.

**N. P. BOWSHER CO., SOUTH BEND, IND.**

**CONFIRMATION  
BLANKS**

**Simple - Complete - Safe**

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate, bound with pressboard and wire stitched, size 5 1/4 x 8".

Order form No. 6 CB, Price 90 cts.

**GRAIN DEALERS JOURNAL, 309 S. La Salle Street, CHICAGO**

If you would avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs one and returns the other.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

**Grain Receiving  
LEDGER**

A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

Each of its 204 pages of linen ledger paper, size, 8 1/4 x 13 3/4 inches, is ruled for 42 wagon loads and numbered. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with leather back and corners. Order Form 43.

Price, \$3.25

**Grain Dealers Journal**  
309 So. La Salle St., CHICAGO, ILL.



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**WISCONSIN**—20,000 bu. iron clad grain elevator on the C. B. & Q. R. R. Maiden Rock Elevator Co., Maiden Rock, Wis.

**MINNESOTA**—Farmers Elevator, Pipestone, Minnesota for sale. In first-class running order. For further information write Charles Rebman, Pipestone, Minnesota.

**EASTERN NEBRASKA** elevator for sale. 25,000 bus. capacity. Fine corn prospects. Address 51S6, Grain Dealers Journal, Chicago.

**WE HAVE** been swamped with the results of our small ad in your columns and will have no difficulty in selecting reliable men.—L. S.

**CENTRAL IOWA**—Two elevators for sale, one 30,000 bu. capacity and one 12,000 bu. Adjoining stations. Price and terms right. Address 51S18, Grain Dealers Journal, Chicago, Illinois.

**NORTHWEST MISSOURI** elevator and coal business for sale. 5,000 bushel house. Price \$4,500.00; \$2,500.00 cash and balance to suit. Good chance for other side lines. Address 51T18 Grain Dealers Journal, Chicago, Ill.

## PUBLIC SALE.

The West Elevator Property at Lanark, Illinois, will be sold at Public Auction on the premises on Saturday, October 6th, 1923, at 2:00 P. M. Property consists of cribbed elevator and real estate 76x135 feet. For particulars write Guy Wolf, Lanark, Illinois.

**NORTHEAST INDIANA**—New 10,000 bushel capacity elevator for sale. Steel covered, modern equipped. Well located in good grain territory on the New York Central R. R. No competition; will sell account of health. For particulars address J. H. Knauer, Corunna, Ind.

**KANSAS**—16,000 bu. iron clad grain elevator, motor power, must be sold at once. Good condition. Located in good town, 4,000 population; 3 main line R. R. in town. Good schools and churches, both Protestant and Catholic. Write G. A. Jorn, Paola, Kan., for further particulars.

## WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. READ and USE THEM.

**OKLAHOMA**—12,000 bushel elevator with 400 ft. good trackage on Rock Island; good coal and feed business in new oil field with average daily cash sales of \$500.00 for the past six months. Good grain point; 12 good merchants on flour jobbing list. One good competitor. Would sell 200-ft. trackage separate. For particulars address P. J. Messer, Mgr. Farmers Co-op. Grain & Elevator Company, Sayre, Oklahoma.

**NORTHERN ILLINOIS**—Elevator for sale. 14,000 bus. capacity; ironclad, on private ground; no competition; all electric power; attrition feed mill; corn crusher. Handled 250,000 bus. last year. Milk condensary in town and plenty feed grinding and retailing. Reason for selling, wish to retire. Terms. Address C. A. Fenstemaker, Amboy, Illinois.

## ELEVATORS FOR SALE.

**IOWA**—A good elevator for sale. Good territory. Possession at once. Address 51Q17, Grain Dealers Journal, Chicago, Illinois.

**CENTRAL INDIANA**—50,000 bushel elevator for sale. One of the best in the state. Will give liberal terms. Address 51T5 Grain Dealers Journal, Chicago, Illinois.

**EASTERN NEBRASKA** terminal elevator in first class shape; well located. Address 50A13 Grain Dealers Journal, Chicago, Ill.

**EVERY ADVERTISER** who has once used our columns invariably finds our pages then and at a later date of service.

**OKLAHOMA** elevator for sale; 10,000 bushel house, cheap; good town; price right for quick sale. Address 51P18 Grain Dealers Journal, Chicago, Illinois.

**OKLAHOMA**—Good elevator, grain, feed, coal and flour business for sale; bargain. Plenty of bulk and sacked storage. Cost \$17,000 to build offering at \$8,500. Act quickly as this must be sold immediately to settle up old business, \$1,000 cash and good terms on balance at 8% interest. Plant located at Watonga, Oklahoma. Address Marshall Grain Company, Oklahoma City, Oklahoma.

## DISSOLUTION SALE.

Having agreed to dissolve partnership we will sell at public sale at Mt. Sterling, Ohio, Monday, October 1st, 1923, at 1 o'clock, two grain elevators located on the B. & O. R. R. at Mt. Sterling, Ohio, and Cook Station, Ohio. These elevators are in the best corn and wheat belt in Central Ohio. They will be offered separately and then together, and will sell the way they bring the most money. Terms made known on day of sale. Write Fred C. Betts and Tabitha Y. Hunsicker, Mt. Sterling, Ohio, for further particulars.

## ELEVATOR LOCATION FOR SALE.

**INDIANA** grain elevator location for sale. Team scales, office, warehouse, 15 h. p. engine, seed and fertilizer house; five lots, where elevators burned on Big Four Railroad Switch, in Colfax, Indiana. Address F. W. Powers, owner, 128 North Grant St., West LaFayette, Indiana.

## ELEVATOR BROKERS.

**J. D. CHANCELLOR & SON**  
Elevator Brokers,  
515 Columbia St.,  
LaFayette, Indiana.

## CLAYBAUGH-McCOMAS

Offices  
Frankfort, Ind. Indianapolis, Ind.  
223 B. of T. Bldg. 601 Board of Trade.  
If you want to buy, sell or trade an elevator write us at either address.

**ALWAYS HAVE GRAIN ELEVATORS** for sale and a few for exchange for land of equal value.

If you are in the market write me fully as to amount you wish to invest and location you prefer.

**JAMES M. MAGUIRE,**  
6454 Minerva Ave., Chicago, Ill.

## ELEVATORS WANTED.

**WANT** to lease or buy elevator at a good grain point. Give full particulars in first letter. Address 51S19, Grain Dealers Journal, Chicago, Illinois.

**WANT** to exchange 20 acre tract of Rio Grande Valley Texas land, all in cultivation, for elevator in Illinois or Indiana. Address 51T10 Grain Dealers Journal, Chicago, Illinois.

**ELEVATOR FOR SALE**—If you do not find the elevator you want advertised, place your wants in the "ELEVATORS WANTED" section and you will receive full particulars regarding many desirable properties not yet advertised.

**WANT TO BUY** elevator in Indiana, Ohio, or Illinois in corn belt. Describe fully giving price, terms, construction, capacity and amount each kind of grain handled annually in first letter. Address 51R9, Grain Dealers Journal, Chicago, Illinois.

**KANSAS** Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

**TRADE** for suitable grain business in Illinois or Indiana, full line of up-to-date implements, invoice \$6,000.00, in Raymond, Illinois. Town has population of 1,200; 5 churches, good schools, in excellent farming community; one competitor. Address Adolph Oberle, Raymond, Illinois.

**ELEVATOR WANTED** on the 50-50 net profit divide plan, or position as manager-bookkeeper Farmers Elevator; have made \$30,000.00 net for Equities the last four years; have been under bond for the last 18 years and can give real references that count. Am expert bookkeeper. Address 51Q5, Grain Dealers Journal, Chicago, Illinois.

## WOOL WANTED.

**ELEVATOR OPERATORS** who have wool to ship will find it to their advantage to tell the 6,700 regular readers what they have to offer. An advertisement in this column will cost you but 25c per type line per insertion.

## BAGS—BAGGING—BURLAP.

**BURLAP BAGS OF EVERY KIND FOR SALE**; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid.  
**WM. ROSS & CO.,** 409 N. Peoria St., Chicago.

**THE WANTED—FOR SALE DEPARTMENT** of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit, and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.



## BUSINESS OPPORTUNITIES.

**GOOD** quarter section of Brookings County, South Dakota land to trade for grain or feed business. Address 51T8 Grain Dealers Journal, Chicago, Illinois.

**WANT TO HEAR** from owner having elevator or other business for sale. State cash price and particulars. John J. Black, 57th Street, Chippewa Falls, Wisconsin.

## BURKS BUSINESS BULLETIN.

Contains list of elevators, lumber yards, banks, and other business propositions for sale or trade. Negotiations confidential. C. A. Burks, 250 N. Water St., Decatur, Ill.

## FOR SALE IN BANKRUPTCY.

Pittman & Harrison Company Estate: Large grain warehouse with Grinnell Sprinkler system; sweet feed plant; poultry feed plant; corn sheller plant, etc. Address Rowan Mills, Trustee, Sherman, Texas.

**ILLINOIS** lumber, coal, elevator and hardware property and stock for quick, cheap sale, to settle estate. Located in Eleroy, Illinois; a good partnership business. Inquire F. W. Hainke, Box 83, Eleroy, Ill.

**TRADE WANTED OR SALE**—Have you something to sell or trade? Let the readers of the Journal know what you have to offer. Now they are unaware of the advantage of dealing with you. The best way to dispose of anything is by advertising.

**FOR SALE**—A 75 barrel flour mill in the best dairy county in Wisconsin; fully equipped throughout with Wolf machinery; 18-in. attrition mill for feed grinding; mill on siding; electric power; must be seen to be appreciated; in A-1 condition throughout; for quick sale will be sold at a sacrifice; have a dandy mill and elevator building and cannot be duplicated for anywhere near what we ask; elevator 22,000 bushels capacity, consisting of 20 hopper bottom bins built of 2x6 with distributing leg; also two car loading bins; this mill is a money maker and a dandy proposition for any one that has a reasonable amount of capital to handle it. For complete information write Greenwood Roller Mill Co., Greenwood, Clark county, Wisconsin.

## DYNAMOS—MOTORS.

**DYNAMOS AND MOTORS WANTED**—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal—the medium for power bargains.

## FEED MILL FOR SALE.

**FEED MANUFACTURING** Corporation for sale. A rare chance to take over, without interruption, an organized, profitable, established, going business. Plant running every day, excellent facilities, 23 railroads. About \$30,000 needed to buy and operate. Address 51T21 Grain Dealers Journal, Chicago, Illinois.

## MILL FOR SALE.

**FOR SALE**—One 25 barrel Midget Mill complete with bleacher, separator, three legs, equipped with belts and cups, other shaftings and pulleys. Price right, if taken at once. Address 51T14 Grain Dealers Journal, Chicago.

**OATMEAL AND FEED MIXING PLANT AT A BARGAIN.**—This mill was originally built for a 500 barrel oatmeal mill; part of the oatmeal machinery has been removed to make room for feed mixing machinery; most of the essential parts are still intact, namely, hulling stones, elevators, dry kiln oat graders, rolls for flaking grotes and other machinery. A portion of the machinery that was removed can again be replaced; there is ample room for both oatmeal and feed mixing machinery. The feed mixing part consists of modern machinery for this purpose, with capacity of 40 tons per hour, built in two units of 20 tons each, of either molasses or dry mixture. Its feeds have given satisfaction wherever used. It has storage capacity for 80,000 bus. of grain and 4,000 tons of sacked feed; two steel tanks capacity for 500 tons of molasses, power shovels for unloading grain; in fact, facilities for handling to best advantage to and from cars. Feed is elevated from packers into cars. A double track runs between buildings connecting with main R. R. line. Fourteen cars can be spotted at once and removed with car puller. The elevator is equipped with truck dumps for receiving grain from farmers' wagons. This plant is located in Illinois on the main line of railroad which has branches running north, northwest, west and southwest. All the different ingredients used in a first class feed originate on these lines and with milling in transit privileges makes this an ideal location. Price very reasonable, with reasonable terms. Address 50G23, Grain Dealers Journal, Chicago, Ill.

## FLOUR FOR SALE.

**MIXED CARS** of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop. Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

## HELP WANTED.

**WANTED** at once, managers and grain solicitors. \$25.00 one hour's work. No interference with present business. A gold mine. Write 51R21 Grain Dealers Journal, Chicago, Ill.

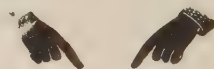
## MISCELLANEOUS.

**FOR SALE**—20-50 pound Howe Scale weights. In good condition. Chas. Love, Macon, Ill.

**STOP!** If our ad runs any longer we will have to refuse to let the mailman in. As it is we have had to put on two extra stenographers just to answer queries.—W. K.

## SAMPLE ENVELOPES.

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of very heavy manila for strength and durability and to withstand hard usage. Special folding method for closing envelope. Have a limited supply to sell at \$2.50 the hundred, f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 So. La Salle St., Chicago, Ill.



**BAD ORDER CARS** cause the loss of many hard earned dollars to shippers of grain and seed.

**MUCH OF THIS LOSS** can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

**KENNEDY SYSTEM** of car liners prevent leakage in transit and we make Car Liners for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

**WILL YOU NOT** give us an opportunity to submit full details of our system and the low cost of same? We are confident this would demonstrate to you the efficiency and money saving merits of our proposition.

**The Kennedy Car Liner & Bag Co.**  
Shelbyville, Indiana  
Canadian Factory at Woodstock, Ontario

What have you?  
FOR SALE

An Elevator  
Machinery  
Seeds

## Do you want?

An Elevator  
Machinery  
Position  
Partner  
Seeds  
Help

**Grain Dealers Journal**  
CHICAGO, ILL.

has 6,000 readers who would like to know. Tell them thru a "For Sale & Want" Ad. Costs 25 cents per type line.

## THE HALL SIGNALING DISTRIBUTOR



in any country elevator increases the available bin capacity, the handling capacity and the operator's efficiency fully one thousand bushels per day.

**HALL SPECIAL**  
(Elevator Leg)

If you had two legs in your elevator, one of them a HALL SPECIAL with 7 x 5½ inch "Omaha" cups, the other an ordinary leg with 11 x 7 cups, the HALL SPECIAL would elevate the most grain, do it with less attention, and less cost.

It would cost less to build, and less to maintain. It would elevate steadily, uniformly, reliably.

**HALL DISTRIBUTOR CO., 1913 Harney St., OMAHA, NEBR**



## SITUATIONS WANTED.

**YOUNG** man, single, with several years experience wants position with some good grain firm. Best of reference. Address 51T11 Grain Dealers Journal, Chicago, Illinois.

**RELIABLE** man, 26 years old, wants position as manager or assistant manager in grain elevator. Six years experience. Address 51T1 Grain Dealers Journal, Chicago, Ill.

**MARRIED MAN** with seventeen years' experience wants position as manager and buyer for a good grain firm, either on a salary or a percentage basis. Best of references furnished. Address Lock Box 162, Windsor, Ill.

**MANAGER** with twelve years experience operating grain elevator, feed milling, coal and side lines desires position with farmers' company in Ind. or Ohio preferred. Best of reference. Address 51T13 Grain Dealers Journal, Chicago.

**WANT** position as manager of elevator or elevator and lumber yard. 15 years' experience in both. State salary and amount of annual business. Address Box 7, North Lake, Wisconsin.

**ELEVATOR MANAGER**—Experienced country, terminal, and elevator office; feeds, coal, livestock; good business experience and education. State proposition. Address 51T20 Grain Dealers Journal, Chicago, Illinois.

**YOUNG MAN** wants to learn grain business. Any position, in either country or terminal elevator, in any locality, where there is advancement, will be considered. 10 years farming and 4 years threshing experience. References and bonds can be furnished. Address Dave Bertelson, Antelope, Montana.

## FUNNY EXPERIENCES.

### FUNNY STORIES WANTED.

Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, Grain Dealers Journal, Chicago, Ill.

## STEAM ENGINES. BOILERS. FOR SALE.

**THE BEST WAY** to dispose of anything is to advertise it. You may have something to sell or trade which would be of advantage to many who are unaware of the opportunity offered because you are not letting it be known to our subscribers through the columns of this publication.

## IF U NU

How easy it is to sell anything thru a want ad in this paper, you would send in your ad at once.

Try it. At least ask us about the success of others.

**GRAIN DEALERS JOURNAL**  
LA SALLE ST., CHICAGO.

## MACHINES FOR SALE.

**ONE** Owen No. 50 Dual Marquis Cleaner for sale. Never used. Priced to sell. Address Freeman Manufacturing Co., Freeman, S. D.

**FOR SALE**—One Ellis Drier, capacity 350 bushels per hour; in good condition. Will sell cheap. Address 51T16 Grain Dealers Journal, Chicago, Illinois.

**REPLY REGARDING MY AD.** I received twelve answers from the first appearance. In fact, sold machine to first inquirer—could sell a carload of them from one insertion.—C. A.

**MILL AND ELEVATOR MACHINERY FOR SALE**—Belts, Pulleys, Shafting, Elevator Legs, Burr Mills, Automatic Scales, Packers, Reels, Rolls, and other mill equipment. Hanson Milling Company, Ashland, Wis.

**FOR SALE**—One No. 11 Emerson Brantingham Corn Shucker and sheller, capacity 800 bus. husked corn, 300 bus. snapped corn per hour. Good as new and bargain. Shipping point, Taladega, Ala. L. A. Bingham, 812 W. 11th St., Okla. City, Okla.

**FOR SALE**—One 25 h.p. type Y Fairbanks-Morse Engine in good condition, replacing with motor, also one Fairbanks-Morse Direct Current Dynamo, 10 K. W., 125 volts. For information write Malcolm Grain Company, Malcolm, Nebraska.

**FOR SALE**—5 Attrition Mills; Some Feed Rolls; 4 Bowsher Mills; Grain Cleaners; Elevators; Dust Collectors; Motors; Engines; Pulleys; Shafting; Hangers. Write us for prices on your requirements and save money. A. D. Hughes Co., Wayland, Michigan.

**SAVE YOUR MONEY.** Write us for prices on new or used Separators—Oat Clippers—Corn Shellers and all kinds of Elevator Machinery, Elevator Buckets—Manila Rope—Fibre Clad Wire Power Shovel Ropes—Belting, etc. Also new and used pulleys. Standard Mill Supply Co., Kansas City, Mo.

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9 S. Clinton St. Chicago, Ill.

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**WANTED**—Hundred feet second-hand 12-in. rubber belt, also an ear corn elevator. Address Stephens & Shelby, Muncie, Illinois.

**WANT TO BUY** Portable mounted corn sheller, good condition, capacity 300 bushels hourly, Sandwich No. 1A preferred; also Bowsher Grinder, size seven or larger. Address Frank Hayward, Whitham, Missouri.

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**25 H.P. FAIRBANKS-MORSE**, type N. B. oil engine for sale. Good condition. Write Farmers Co-op. Ass'n, Okarche, Okla.

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**ONE 12 H.P.** type N. B. Fairbanks-Morse Engine for sale. This engine is in good condition and can be bought reasonable. Write S. L. Mun, secy., Farmers Gr. & Sup. Co., Galva, Kan.

**FOR SALE**—One 35 H.P. International gas and oil engine complete; one car loader (blower), pulleys, shafts, etc. Address Farmers Grain & Feed Co., St. Paris, Ohio.

**FOR SALE**—40 H.P. Engeco Oil Engine, A-1 condition, reasonable price. Reason for selling, have installed motor. For further information, write Manton Produce Co., Manton, Michigan.

## SCALES FOR SALE.

**EVERY AUTOMATIC** six bushel scale, for sale in A-1 condition. Will sell cheap. Address 51R16 Grain Dealers Journal, Chicago, Ill.

**SECOND HAND SCALES** for sale of any make, size, or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

**FOR SALE**—One ½ bu., two 1 bu., four 3 bu., one 4 bu., and one 6 bu. Richardson Automatic Grain Scales, some new. One 5 bu. Fairbanks Automatic. One 5 bu. and two 6 bu. Richardson Sacking Scales. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

**WANTED** to put your idle capital to work. That rusty machine over there in the corner is of intrinsic value to some member of the grain trade. You can make a sale or a trade if you use these columns.

## KEEP POSTED

### GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

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Name of Firm.....

Capacity of Elevator.....

Post Office.....

State.....



## GRAIN WANTED.

WANTED—One or two cars Mo. burt oats. Send sample and price. W. N. Butler & Co., Columbia, Tennessee.

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Baugh's Grain Export Calculation Tables is a new book published to overcome the inadequacy of existing tables in these days of wide fluctuations in commodity prices and exchange rates. Book is arranged by commodities, wheat, corn, oats, rye, barley, peas and oil cake, each section covering all the countries involved. Book is well printed on ledger paper, having 104 pages, bound in flexible leather. Price \$15.00.

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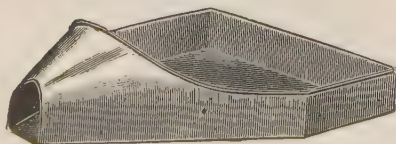
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GRAIN DEALERS JOURNAL,  
309 So LaSalle St., Chicago, Ill.

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One Grain Receiving Register designed for re-recording wagon loads of grain as received. Headings read—Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, and Remarks. Contains 160 pages of Linen Ledger paper, each of which is ruled for 41 entries, giving a total capacity of 6560 wagon loads. Can be used in three ways: enter loads in order received; devote different sections of the book to different kinds of grain; and thirdly give each patron a separate page. This book is well printed and substantially bound in full canvas. Regular price \$2.75; will sell this slightly soiled copy for \$2.00 plus postage and insurance—weight 3 lbs. Order No. 12 "Special."

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GRAIN DEALERS JOURNAL,  
305 So. LaSalle St., Chicago, Ill.

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**Do You Wish  
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See our "Seeds For Sale—  
Wanted" Department  
This Number

## Field and Grass Seed Trade Directory

### ATCHISON, KANS.

Mangelsdorf Seed Co., The, wholesale seeds

### BALTIMORE, MD.

Buffington & Co., John J., field seeds.  
Wm. G. Scarlett & Co., wholesale seed merchants.

### BUFFALO, N. Y.

Whitney-Eckstein Seed Co., wholesale seeds.

### CHICAGO, ILL.

Dickinson Co., The Albert, seeds.  
Illinois Seed Co., The, grass and field seeds.  
Johnson, Inc., J. Oliver, seeds, humus, etc.

### CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

### CONCORDIA, KANS.

Bowman Bros. Seed Co., field seeds.

### COUNCIL BLUFFS, IOWA.

Ouren Seed Co., wholesale seeds and grain.

### CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.  
Crawfordsville Seed Co., seed merchants.

### INDIANAPOLIS, IND.

Indiana Seed Co., field seeds.

### LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain and field seeds.  
Louisville Seed Co., clover and grasses.

### MILWAUKEE, WIS.

Courteen Seed Co., field seeds.  
Kellogg Seed Co., field and grass seeds.  
North American Seed Co., wholesale grass & field seeds.  
Teweles Seed Co., L., seed merchant.

### MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds.  
Minneapolis Seed Co., field seeds.

### NEW YORK, N. Y.

Nungesser-Dickinson Seed Co., wholesale seed merchants.

### ST. LOUIS, MO.

Agricultural Seed Co., cow peas.  
Mangelsdorf & Bro., Ed. F., wholesale field seeds.

### ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

### TOLEDO, OHIO.

Crumbaugh-Kuehn Co., wholesale field seeds.  
Hirsch, Henry, wholesale field seed.  
Toledo Field Seed Co., The, clover, timothy.

**The Mangelsdorf Seed Co.**  
Sweet Clover, Alfalfa,  
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ATCHISON KANSAS

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Grass and all Seed Grains

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CRAWFORDSVILLE, INDIANA  
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CLOVER AND TIMOTHY SEED—GRAIN

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**FIELD SEEDS**  
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## It Wasn't An Armco Elevator

The entire plant of H. E. Frazee, of Pelican Rapids, Minn., consisting of a 200-bbl. flour mill and a 60,000-bushel elevator, was destroyed by fire on May 3.

The above view of the plant shows the existing fire hazards. The buildings are set close together. They are of wood construction and made more hazardous from a fire protective standpoint by galleries and runways connecting the buildings. On the other side locomotive sparks present an additional hazard.

But this is just the average condition among 26,000 plants. It's no wonder, then, that the responsible builders who design and construct modern plants protect them with Armco Ingot Iron siding

and roofing. It's cheapest in the long run. Armco is rust-resisting. That it lasts longest under the most adverse conditions of elevator operation means it lasts longest under all conditions.

The reliable builder will specify Armco Ingot Iron for siding and roofing providing it receives your approval. An Armco job will have your approval if you will give some thought to why it lasts longest and why builders encourage its use. From Thunder Bay, Canada, to Galveston, big terminal elevators have used Armco wherever conditions demanded the best protection money could buy. The same factors of selection pertain to country elevators. Have a talk with your builder before it's too late, or write us for information.



**The American Rolling Mill Co.**  
Middletown - - - Ohio





## GRAIN DEALERS JOURNAL

309 South LaSalle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

**SUBSCRIPTION RATES** to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 15c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

**THE ADVERTISING** value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

## CHICAGO, SEPTEMBER 25, 1923

**DEALERS** OF sections visited recently by the Frost King will confer a great favor by giving us a report on the extent of the damage done.

**UNLOADING** unsatisfactory grain delivered on a contract generally binds the consignee to acceptance. If the shipment is not up to the grade specified in contract, the only safe procedure is to reject it. Quibbling over proposed discount seldom promotes equitable or satisfactory settlements.

**IT IS** right and proper to keep in mind that Oct. 7 to 13th is set aside as fire prevention week, but it is most discouraging to the men who are striving to save your property from the flames to receive an increased number of reports of fire losses just at a time when you are supposed to be vigilantly engaged in a reduction of fire hazards.

**SAMPLING** carelessly done as revealed in an arbitration case reported elsewhere in this number of the Journal fouls the stream of trade at its source. The inspector's judgment made useless and his certificate worthless to the dealer. The Cairo case serves to call attention to two angles of grading, the necessity of taking a fresh sample, and the importance of choosing samplers with regard to their dependability. Issuing a sample as representing a carload when the grain was sampled in the boat before unloading into the car is the extreme of folly. Yet one sampler did so to the loss and annoyance of a Cairo receiver.

**IN THE** interests of your business you should go to Des Moines next week and help the National Ass'n to pave the way for improved trade conditions.

**THE DEMAND** for the prompt repeal of the Grain Futures Act is daily gaining additional support. A little more vigilant investigation by experienced economists and clear thinking farmers will force a quick reversal by vote chasing demagogues.

**A SAN FRANCISCO** grain firm very properly went into court to enjoin the state board of harbor commissioners from leasing the public elevator on Islais Creek to grain brokers. Fortunately for the public interest the state board agreed that the dealers in charge should operate the plant and elevator as a public utility.

**A FEW** of the demagogues who were active in the campaign to destroy the nation's grain markets are beginning to realize the depressing effect of Governmental interference and to suggest free and untrammelled markets for grain the same as other commodities. The producer is hurt more by the restrictions on trading than anyone else.

**CONTINUED WET** weather in many sections of the winter wheat belt has delayed threshing until much of the unthreshed grain is no longer worth threshing. No doubt the continued rains will insure an unusual quantity of off grade grain being tendered to country grain merchants. Those who buy at a liberal discount may avoid heavy losses.

**IT IS VERY** evident that the attempt of the Ohio agitators to unload an obsolete Cleveland elevator on to the farmers of Ohio has met with failure, although the subscribers who believed in the scheme paid dearly for the privilege of financing the promoters. The notice to stock holders which is reproduced in our department devoted to "Letters" should prove interesting to farmers who believe in the altruistic motives of the agitators.

**ELEVATOR MANAGERS** who permit boys to loiter about their office, owe it to themselves and to the boys to safeguard their cash boxes. One Oklahoma manager who had been missing money for some time caught a nine year old boy taking money from the cash drawer in his office. His own laxity in safeguarding his money tempted the boys and they squandered about \$55.00 for candy and soda. Put a lock on your cash register or a wire fence around your private office. Keep the public out.

**ILLINOIS HAS** lost several unprofitable lines of railroad recently with the result that a number of grain elevators were put out of business. One of the latest lines to beg permission of the Illinois Commerce Commission to discontinue business is the Chicago, Aurora & DeKalb electric railway, built at a cost of \$765,000 and sold last January for \$90,000 as junk. It is very evident that grain dealers who are disposed to build elevators along new lines of railways should look well to the future of the railway before investing their money in elevator facilities. The dismantling and the discontinuance of many lines during recent years has forced heavy losses on many grain elevator owners.

**OATS ARE SO MUCH** cheaper than corn that few farmers are disposed to sell at present prices. Most of them are hauling their corn to market and feeding the oats.

**SIGNERS** of the pooling contract in the state of Washington are being sued to collect the penalty of 25 cents per bushel. The manager of the Washington Wheat Growers' Ass'n declares that suit will be brot against every farmer who fails to deliver his wheat. How many of these signers failed to heed the warning sent broadcast by the Grain Dealer National Ass'n to read the contract before they signed it?

**THE REVIVAL** of the U. S. Grain Corporation, the fixing of the selling price for wheat at \$1.75 per bu. and the storage of 200,000,000 bus. of wheat at government expense, all savor of the same wild, impractical schemes of the unprincipled promoters who do not hesitate to suggest anything which they think will induce the wheat grower to pay dues into the hands of the farm agitators. Gullible congressmen accept the statements of the blue sky salesmen as wisdom from the farm.

**"ORDERLY MARKETING"** of cotton has given the War Finance Corporation an excuse for advancing five million dollars to the South Carolina Cotton Growers Ass'n to finance its marketing of this year's cotton. One would think government assistance unnecessary for marketing cotton at present prices. Farmer associations which are assisted in speculating in cotton or any other commodity by the government will eventually encounter disaster because they will surely take chances with easy money from the government that they would not think of taking with their own cash.

**THE DEMAND FOR** a higher duty on Canadian wheat is unworthy of serious consideration by intelligent Congressmen. The present duty of 30c per bushel works no benefit to the United States farmer. Both countries have a surplus and seek to sell it in the same markets so that the price of wheat prevailing both sides of the international line is controlled largely by the European demand. Some grain is shipped to the Orient, but European demand is the most potent factor, and any increase in the tariff on Canadian wheat will hurt the wheat producers more than it will help them because millers need a certain percentage of strong Canadian wheat to make a flour which can obtain a ready market abroad.

**OFFICIALS OF** several of the existing wheat pools are so dubious regarding the future of their organizations that they are making a desperate effort to gain complete control of members' grain with the view to dictating the marketing of all wheat in their sections. When the farmers come to realize that none of the pool managers hesitate to sacrifice the interests of members whenever it is necessary to raise expense money, they will cease giving their grain over to the control of strangers. No wheat pool has yet attained a success which has won even satisfactory returns for members. In fact, the price at which most of the grain has been sold has ranged far below the average price prevailing and obtained for grain of farmers who do their own marketing.



PROTEIN tests do not come within the official knowledge of the Missouri State Inspection Department, so dealers in that state will have to look to outside laboratories for tests.

JUDGING FROM the reduced number of reports of cars seen leaking grain in transit received recently, the railroads are furnishing much better cars for grain shippers and all are using car liners. This is, indeed, fortunate, for the shippers who carefully cooper the cars and use liners seldom have to waste much of their time and energy in attempting to collect from the railroads for shortage occurring in their grain shipments. The cost of preventing these losses is much less than the cost of attempting to collect for the damage suffered and the returns are always more satisfactory. The well coopered car when lined, not only reduces the grief of the shipper and the claim agent, but it makes life more tolerable for the reckless car switching crew.

FORTUNATELY FOR the railroads, who are very ambitious to establish a record in moving the country's grain crops, the prices prevailing have been so unsatisfactory to the producers that many continue to hold their grain in the hope of realizing a better price later. This makes the marketing of grain easier on the railroads and easier on the elevator operators. Then, too, the farmers gain a chance to learn of the advantages of the much talked about "orderly marketing." Neither the markets nor the railroads of any section have been swamped with grain, and all cars arriving in the terminal markets have been unloaded quite promptly and sent back to the country for more grain. While no doubt the railroads are moving all freight more expeditiously than formerly, existing conditions serve to help them to avoid congestion.

COUNTRY GRAIN buyers encourage farmers to pay threshermen for jamming straw and screenings in their grain bags by accepting everything delivered at grain prices. Generally oats command so low a price as not to make a great deal of difference in the amount of money paid, but dirt left in small grain when placed in storage often causes heat and deterioration. Many millers of the eastern states have long refused to accept uncleaned wheat at wheat prices. Invariably they run dirty wheat over their screenings separator and return the dockage to the farmer. No miller can make flour out of trash and it seems ridiculous for any one to pay wheat prices for this worthless stuff. When all buyers insist on its removal before weighing wheat delivered, farmers will have threshermen clean the grain more thoroughly before bagging it.

MONTANA GRAIN elevators are objecting to accepting grain for storage and agreeing to deliver it on demand of grower at any terminal desired. That is the same ridiculous law the promoters of wheat pools in South Dakota attempted to force upon the grain business of that state, but they over reached themselves and the law will no doubt be given a black eye at the next election by South Dakota farmers who now understand the real purpose of the promoters. Montana elevator operators would be fully justified in closing their houses rather than to attempt to operate

efficiently under such an unfair law. The idea of compelling an elevator operator to store and guarantee delivery at destination of quantity and quality stored is unreasonable and unfair, and the enforcement of such a law would surely result in the taking of the elevator man's property without due compensation.

BUSINESS MEN who suggest, recommend or endorse bills designed to require business men in other lines to do this or do that must expect some day to get a good dose of their own medicine. So long as the individual does not do violence to the right of the person or property of others, he should not be interfered with. Enacting laws to require threshermen to report the exact amount of each kind of grain threshed is an invasion of the rights of the individual to the control of the inside facts regarding his own business. All lines of business are suffering from too much governmental meddling. Let us have done with it. Business men as a rule know far better how to conduct their own affairs efficiently and economically than the lawmakers, and if they fail they will pay the personal penalty of shrinking profits, a thing not of much interest to the average lawmaker, but of great importance to every merchant whether he sells service or merchandise.

### Jack Frost Nips King Corn.

As is clearly reflected in our crop reports from the corn states elsewhere in this number, Jack Frost invaded the northern corn fields the second week of September and did a world of damage. Much of the corn is not yet matured and will need a week or ten days of dry warm weather to ripen it beyond danger of further damage.

### The Relief of Agriculture.

If the self-styled friends of the farmer are in earnest in their attempts to help the grain producers, they will see to it that all special taxes on grain transactions are abolished, that special taxes on long distance telegraph and telephone messages are revoked, and last but not least, that the meddlesome discouraging supervision of the grain futures administration be discontinued.

The politicians who thought to befriend the farmer by striking at all men who dealt in grain are beginning to realize that their regulations and taxations hurt the farmer more than anyone else. No one familiar with the grain speculative markets has ever suspected trading in grain with depressing prices. It would seem clearly logical that the greater the number of traders in any commodity, the greater the activity in the market for that commodity, and the stronger the demand at any time, the higher the average price.

If the politicians are really interested in the welfare of the farmer, then they should repeal all taxes on grain transactions and encourage speculators to deal in grain to the end that a greater number of merchants shall engage in this line and find new and better markets for the products of the farm. It is fair to presume that men long specializing in the export grain trade can most easily find a foreign market for our surplus products and such merchants should be encouraged by all interested in the welfare of the farmer, for every bushel they remove from the American markets to the storehouses of European consumers lightens the load of our surplus upon American prices.

### Better Safe Than Sorry.

Toledo is striving to inspire its citizens with a full sense of responsibility for the safety of themselves and of others this week. The schools and the different city departments are all enlisted in a campaign to teach the people caution. Walks and streets about the public schools are marked with the warning sign "R—U—Careful?" and "A—B—C." The latter is intended to suggest the warning, "Always be careful." The campaign is to end in a big safety parade at the close of the week.

These efforts to reduce the number of accidents and prevent loss of life and injury to individuals are indeed most commendable and it is too bad that every industry of the land can not be enlisted in the same campaign for safety. Each number of the Journal reports one or more unnecessary elevator accidents in which some valued employe or elevator manager has lost a limb or a life. The average individual does not fully value his own safety until he has suffered seriously from a preventable accident. Thereafter he is always overly cautious.

The man who takes chances in shifting a belt or throwing a machine out of gear never stops to think of the great penalty he will pay if he fails of his purpose. The man who continues to work about shafting with unprotected set screws or unguarded gears, owes it to himself, his family and his friends to take a day off and safeguard these death traps against his own destruction. The time to be careful is now—every day. A human life is too precious to be wasted in taking unnecessary chances.

### Smaller Bins for Grain Storage Houses.

The increase in the number of commercial grades of grain handled at the terminal markets has made it necessary that every terminal elevator be provided with more medium-sized bins. Some of the old grain store houses with cylindrical bins thirty feet in diameter are often not one-fourth full, although the operators are forced to refuse storage to much of the grain offered because of no space to spare for that particular grade.

The designs of all new terminal elevators call for a much greater number of bins and all of smaller capacity. Few cylindrical bins are now erected at terminal markets larger than fifteen feet in diameter. While this marked reduction in the diameter of cylindrical bins effects an increase in the cost of construction, it also provides a more practical house and one whose storage capacity can always be kept more fully employed. The fifteen foot bins do not require so much reinforcing steel and a six inch wall is found to be sufficient, while a seven inch wall was for many years the standard for the thirty foot tanks.

This improvement in the design and construction of terminal elevators will no doubt be followed by a similar improvement in country elevators. If it is to the advantage of the terminal elevator operator to keep grain of different grades separate, it should also profit country elevator operators to follow the same practice. The greater number of small bins also will be found of much advantage in turning over or mixing grain which is heating or off-grade. Grain handling plants must be valued according to their usefulness in meeting today's problems in the handling of grain, hence it is imperative that all elevator operators should give these problems serious consideration when designing or planning a new house.



# Grain Receiver Liable to Country Ticket Holder

The Supreme Court of North Dakota gave a decision July 18, 1923, in the suit by Peter Kastner against A. C. Andrews, doing business as the Andrews Grain Co., to recover the value of wheat deposited in the elevator of the Glen Ullin Co-operative Elevator Co., at Glen Ullin, N. D., and shipped to the Andrews Grain Co. at Minneapolis, Minn. The court said:

An agreement was entered into between the defendant and the Glen Ullin Co-operative Elevator Co., dated Sept. 7, 1920, wherein it was recited that the elevator company was desirous of making arrangements with the defendant for the furnishing by the latter of funds from time to time needed in the business. It was agreed the defendant would loan and advance funds to the elevator company upon the understanding that they be used exclusively in buying grain and seed at the elevator and defraying the incidental expenses of conducting the business. The elevator company agreed on its part to ship to the defendant the grain and seed purchased to be handled for the former on commission, as such business is usually done, at Minneapolis, Minn.; it being understood that the defendant should make sales either in the form of options or as cash sales according to its best judgment. It was also agreed that the defendant should be entitled to deduct from the proceeds of sales any sum owing by the elevator company. It further appeared that the elevator company had given a warehouseman's bond in the sum of \$5,000. As to a small portion of the grain in controversy, it appears that the elevator company had deposited it for storage in another warehouse in Glen Ullin and that the defendant had demanded and received the warehouse receipt issued therefor, later disposing of the grain and crediting the elevator company with the proceeds.

The principal, if not the sole, question to be determined upon this appeal is whether or not the defendant, in receiving and selling stored grain, applying the proceeds on its account with the elevator company, and later refusing to honor the storage tickets issued by the latter, is guilty of conversion.

The case of *State v. Daniels*, 35 N. D. 5, 159 N. W. 17, is also cited in support of the contention that the warehouseman may pass good title to stored grain. The second paragraph in the syllabus reads:

"While, under section 3113, Comp. Laws 1913, the warehouseman may sell stored grain and upon a demand for the delivery of grain stored substitute like grain therefor, yet the ticket holder need not make a demand in the alternative for the same grain or that of an equal grade as a basis for conversion, where the ticket holder has demanded the return of his grain or payment of its value.

**Action on Bond.**—The action in that case was against the sureties on the warehouseman's bond and was for the benefit of the holders of storage tickets. The case was before the court on a demurrer to the complaint, and it was contended that there was not a sufficient allegation of demand and refusal. The specific contention was that, in the light of section 3113, C. L. 1913, to constitute a conversion it is necessary that the demand shall have been in the alternative—that is, either for the identical grain or for an equal amount of the same grade—and that a failure to deliver the identical grain would not constitute a conversion inasmuch as the warehouseman had the right to substitute grain of like quality. The holding was merely to the effect that the statute giving the right of substitution did not alter or enlarge the requirements as to demand; that it merely gave to the warehouseman the right to discharge his obligation of redelivery by redelivery in other grain of like quality. In the opinion the *Marshall-Andrews Case*, supra, was cited as holding that as between the bailor and bailee the title to the particular grain delivered remained in the bailor. Likewise there was not involved in this case any question as to whether the warehouseman could confer upon a purchaser good title to grain stored which is necessary to release outstanding storage tickets.

**Warehouseman's Obligation.**—The case of *First National Bank v. Minneapolis & Northern Elevator Co.*, 11 N. D. 280, 91 N. W. 436, is also cited by the appellant as holding that a warehouseman or bailee can confer good title to stored grain upon the purchaser. In that case error was predicated upon the refusal of the trial court to instruct the jury that the conversion, if any, took place at the time and place the wheat was shipped out of the elevator and upon the giving of the instruction that the conversion, if there was such, took place at a later time when the defendant refused to re-

deliver the wheat upon demand. The court, in speaking of the obligations of the warehouseman, said:

"Its obligations were fixed by the statute, and the fact that it may have mixed the grain with other grain, or that it may have shipped it out, if such was the fact, did not constitute a conversion. Under the law it could fully comply with its obligations to the owner or person entitled to possession by delivering to such person an equal quantity of wheat of like grade; and only upon a demand by the person entitled to possession, and a refusal on its part, would it be liable for a conversion. Sections 1790-1792, Rev. Codes; *Best v. Muir*, 8 N. D. 44, 77 N. W. 95, 73 Am. St. Rep. 742; *Marshall v. Andrews*, 8 N. D. 364, 79 N. W. 851; *Towne v. Elevator Co.*, 8 N. D. 200, 77 N. W. 608. See, also, *Sanford v. Elevator Co.*, 2 N. D. 6, 48 N. W. 434."

It is apparent that the court was concerned only with the argument that a conversion takes place the moment stored grain is shipped from the warehouse, and it contents itself merely to point out that, notwithstanding such shipment, the obligations of the storage ticket could be fully met by the delivery of an equal quantity of like grade. The shipping out of the identical grain stored is no more a conversion than is the mixing of the grain with other grain, and the statute which permits substitution authorizes one to the same extent that it authorizes the other. Judicial recognition of this fact, as in the case of *First National Bank v. Minneapolis & Northern Elevator Co.*, supra, is not a declaration that a warehouseman may by sale confer upon a purchaser good title to grain required to meet the obligations of outstanding warehouse receipts.

**No Right to Sell.**—It is significant in this connection to note that the form of the receipt prescribed by the statute in force at the time of the decision in the above case gave the holder the option to demand the price of grain at the place where the grain had been received. Subsequently the Legislature (see chapter 110, Session Laws 1905) provided that he should have the further option of demanding grain at any terminal point and that the obligation may be met by delivering "an equal amount of the same grade of grain" or in lieu thereof a receipt issued by a bonded warehouse or elevator company doing business at terminal points, for an equal amount of grain of the same grade." This is a further statutory recognition of the right of substitution—that which may be substituted being a bonded warehouse receipt. In this the Legislature apparently contemplated the continuance of the bailment relation and, to some extent at least, negated an intention that stored grain needed for redemption of outstanding receipts might be sold.

An additional indication that the Legislature intended a continuous bailment and not one capable of being terminated by a sale is found in the provisions fixing the form of the storage receipt. Sections 3113 and 3116, C. L. 1913. These clearly contemplate, and the receipts issued thereunder provide for the payment of a storage charge which shall include the charges for receiving, elevating, insuring and delivering the grain, being governed by the period elapsing between the issuance of the receipt and its redemption. Such provisions are consistent only with the idea of a continuous bailment. Had it been contemplated that the bailee might rightfully sell and be subsequently accountable only for the value of the grain at the time demand were made upon him, it would seem that a receipt making appropriate provisions to that end would have been prescribed instead of one obligating the bailor to pay continuance storage and insurance charges. We are unable to find, either in the decisions referred to or in the statutes of this state, any recognition of a right on the part of the warehouseman to sell grain required for the redemption of outstanding warehouse receipts.

**Right of Surety to Recover on Bond.**—Our attention is also directed to decisions elsewhere embodying interpretations of the relation of depositor and deposit of grain under the North Dakota statutes and decisions. The principal cases under this head are *Northern Trust Co. v. Consolidated Elevator Co.*, 142 Minn. 132, 171 N. W. 265, 4 A. L. R. 510, and *Nicholson v. Poehler* (D. C.) 284 Fed. 992. In the former case it was said, on the authority of *Marshall v. Andrews* and *Gage*, supra, that under the law of this state a public warehouseman does not become a wrongdoer by shipping stored grain to a terminal elevator, and it is remarked that the proprietor of such an elevator would have no cause to suspect that the warehouseman was wrongfully disposing of the grain shipped. These statements may both be justified, but it is submitted that they do not

bear directly upon the question in hand. Clearly a public warehouseman does not become a wrongdoer solely by virtue of the act of shipping stored grain to a terminal elevator, since, by that act alone, he is doing nothing inconsistent with his obligation under outstanding storage receipts. He might take a terminal bonded warehouse receipt or he might have retained enough to satisfy the receipts. That case involved the right of a surety on a warehouseman's bond to recover, through subrogation, against a purchaser of stored grain. The case was not considered on the basis of the right of a holder of an unredeemed storage ticket as such. While it decided nothing as to the rights of a ticket holder, it seems rather to have been assumed, for the purpose of the opinion, that though the bailor himself might recover, the surety on the defaulting warehouseman's bond, who claimed to be subrogated to the ticket holder's right, could not recover because of the superior equities of the one who had purchased without notice of any wrongful act of the defaulting warehouseman. These equities precluded a recovery by the surety and prevented it from taking advantage of the ticket holder's position. This is clearly reflected by the third and fourth paragraphs of the syllabus prepared by the court, which are as follows:

"The equities of one who buys grain in the open market, in good faith and for full value, from a warehouseman with whom it was stored, are superior to those of the surety on the bond of the latter, given for the protection of those storing grain with it, where such warehouseman has become insolvent and the surety has been required to pay the amount of the bond.

"Because of the superiority of such purchaser's equities, the surety does not become subrogated to rights which the true owners of the grain may have had, to follow it into the hands of the purchaser and to hold the latter as for a conversion thereof."

The case of *Nicholson v. Poehler* arose in South Dakota, and the court was primarily concerned with the law of that state. The opinion is a memorandum opinion of District Judge Elliott, and, though the facts are inadequately stated, it is apparent that the case is analogous to the Minnesota case above. In so far as it purports to interpret the law of North Dakota, it appears to be by way of argument merely, and we are not impressed that the deductions are warranted.

It is conceded by counsel that in Minnesota a warehouseman can confer upon a purchaser no better title than he has, and it is said that this is necessarily so in that state by reason of the statute which expressly prohibits the sale by a warehouseman of stored grain.

The Minnesota statute, section 2050 of the Revised Laws of Minnesota 1905, forbids a warehouseman to sell or otherwise dispose of or deliver out of storage any stored grain without the express authority of the owner and in return for the storage receipt, under penalty of fine or imprisonment or both; whereas, the North Dakota statute, section 3115, C. L. 1913, provides that a warehouseman who shall willfully neglect or refuse, after proper demand, to deliver to the person making the demand the grain or the market value, shall be deemed guilty of larceny and the Uniform Warehouse Receipts Act, section 54 of chapter 250, Laws of 1917, prohibits the delivery of stored goods out of the possession of the warehouseman without obtaining possession of the receipt, except in the case of perishable goods or upon foreclosure of a warehouseman's lien, or delivery under court order where the receipt is lost.

In commenting upon the Minnesota statute, in the case of *Hall v. Pillsbury*, 43 Minn. 33, at page 37, 44 N. W. 673, at page 674 (7 L. R. A. 529, 19 Am. St. Rep. 209), the Minnesota court said:

"If the warehouseman be also a dealer in grain, his right to dispose of, as his own, the grain in the warehouse, is limited to that which belongs to him, which he has purchased and put in, or, when deposited by others, which he has purchased from them, and to the excess above what is required to meet his outstanding receipts. The statute clearly enacts that he shall not sell or otherwise dispose of grain on deposit. Its purpose is to provide that the grain shall remain in the warehouse where deposited to meet the call of the owner.

\* \* \*

"Much argument has been expended to show the inconvenience to commerce in grain as in such cases the owner of the grain may, notwithstanding a wrongful sale by the warehouseman, follow the grain into the hands of the purchaser. As touching the matter of convenience, the argument has much force. It might tend greatly to facilitate traffic in grain if we had, in respect to it, such a rule as in England pertains to property sold in markets overt. But there is no such rule in this country. The general rule is that an owner of personal property cannot be deprived of his right to it through the unauthorized act of another. That rule applies as well to grain or other property on deposit for the purpose of storing as to property in any other situation."

In our opinion, the civil rights of the parties to a storage transaction are not dependent upon the force of penal statutes. The failure of the



Legislature to penalize (if it did so fail) the sale of stored grain by a warehouseman does not, in our opinion, give rise to an implication that it might confer good title upon a purchaser. To so hold would in effect overturn the law of bailments as applied to such transactions.

The most, then, that can be said of our statutes, aside from the Warehouse Receipts Act, chapter 250, Laws of 1917, is that they do not penalize a sale by a warehouseman of stored grain, but they do penalize his willful neglect or refusal to deliver the grain or pay the market value. They also recognize that a warehouseman may redeem by a terminal bonded warehouse receipt (section 3113); and they are devoid of any expression modifying the property right of the holder of the warehouse receipt in the grain held by the warehouseman and which is necessary for the redemption of the receipt.

We regard these propositions as established: The holders of warehouse receipts are owners in common of the grain in the warehouse up to the quantity required to redeem the receipts. THERE IS NOTHING IN OUR STATUTES WHICH CAN REASONABLY BE CONSTRUED AS A RECOGNITION OF AN ACTUAL AUTHORITY IN THE WAREHOUSEMAN TO SELL STORED GRAIN REQUIRED FOR THE REDEMPTION OF OUTSTANDING RECEIPTS. This court has never construed our statutes as conveying any such authority, and the decisions relied upon by the appellant merely recognize the legal fiction of separation and substitution in the case of fungible goods. They involve no question concerning a limitation upon the bailee's right to sell from the common mass. When the warehouseman ships grain out and substitutes for it other grain which he has purchased, the grain he places in the common mass passes to the holder of the receipts to the extent required for redemption. The holders of the receipts, then, must remain the owners until their title is lawfully divested.

The right of the warehouseman to sell as his own being necessarily limited to the quantity over that which is required to redeem outstanding receipts, it follows that where stored grain is shipped out and sold to the point where the warehouseman cannot redeem the outstanding receipts, property is sold which the vendor does not own.

**Receipt Holders' Rights.**—There remains, then, one further consideration: Is the receipt holder, who delivers grain for storage with the knowledge of the customs prevailing in the grain trade, estopped to assert his title as against a third party purchasing from the warehouseman?

The argument that the receipt holder is estopped is grounded on the proposition that, having stored his grain with the knowledge of a prevailing custom, pursuant to which the warehouseman in the ordinary transaction of business will buy and sell and ship out to meet his sales, he vests an ostensible authority as broad as the custom. Following this argument, a deposit of grain carries with it an implied authorization to deal with it in a manner consistent with custom. If this results in a sale to an innocent third party and entails a loss, it is argued that the loss should fall upon the one who by the deposit made the transaction possible, rather than upon the innocent purchaser who is justified in dealing with the warehouseman on the strength of his ostensible ownership. *Preston et al. v. Witherspoon et al.*, 109 Ind. 457, 9 N. E. 585, 58 Am. Rep. 417.

It may be true as stated that he who deposits his grain for storage does vest in the bailee indicia of ownership, but so does every bailor. This fact alone does not obviate the rule of caveat emptor, nor does it import the doctrines peculiar to markets overt. The purchaser likewise knows the character of the business transacted by the warehouseman and knows that in the ordinary conduct of such business he will both purchase grain and receive it for storage. This carries notice that his right to sell is limited to the excess above what is required to meet the outstanding storage receipts. *Broadwell v. Howard et al.*, 77 Ill. 305; *McBee v. Caesar*, 15 Or. 62, 13 Pac. 652. Hence no reason is apparent for making an ex-

ception to the rule of caveat emptor. If such an exception should exist in this case to protect a purchaser of stored grain, likewise it should exist to protect a subsequent innocent purchaser of grain once owned by the warehouseman and which he had previously sold to a third party. Applying the exception contended for to successive sales by an elevator company, the result would be that the first purchaser who had paid full value and had obtained perfect title would be precluded from following his property into the hands of the second purchaser who had likewise bought it in good faith. But the law, as we understand it, has been established to the contrary for many years. *Kimberly v. Patchin*, 19 N. Y. 330, 75 Am. Dec. 334. Yet the first purchaser, who neglects to remove his grain, is as responsible for the apparent ownership as though he had removed it and then returned it for storage.

**Receivers Must Look to Legislature for Relief.**—Much is said in the briefs of counsel concerning the effect upon the grain trade of a holding that will compel the purchasers of grain from elevators to look beyond the seller for their title. The substance of the argument is that, as the business cannot be safely transacted if purchases at the terminal are made at the buyer's peril, grave obstacles will be thrown in the way of expeditious trading. Manifestly, this is an argument that might more appropriately be addressed to the Legislature. We find that, in so far as the Legislature has spoken upon the matter, it has inclined more strongly to the protection of the holders of warehouse receipts, and that it has apparently concerned itself more with transactions dependent upon the security behind such receipts than with transactions consummated in the absence of such muniments of title. In these circumstances the argument of convenience cannot prevail.

Stress is also laid on the fact that public warehousemen are required to furnish bonds for the faithful performance of the obligations incident to the business and that the legislative purpose lying back of this requirement is protection to the owners of the stored property. It is argued from this that the liability on the bond is intended to be substituted for the right to follow the property into the hands of an innocent purchaser, in case of insolvency or inability to redeem the receipts. In view of the fact that the surety requirements are equally appropriate whether the holder of the receipt is to have the right to follow his property or whether he is not, no particular significance, in our opinion, attaches to these provisions. In so far as they give a remedy to the holder of the receipts, the remedy does not purport to be exclusive, and no reason is apparent for holding it to be such.

We are of the opinion that the sale to the defendant of the grain stored with the elevator conferred no title and that the plaintiff's grain was converted by the defendant. In support of these views, see *McBee v. Caesar*, 15 Or. 62, 13 Pac. 652; *Tobin et al. v. Portland Flour Mill*, 41 Or. 269, 68 Pac. 743, 1108; *Jackson v. Sevastion*, 79 Minn. 275, 82 N. W. 634; *Dilloff v. Robbins et al.*, 83 Minn. 498, 86 N. W. 772, 85 Am. St. Rep. 466; *Young v. Miles et al.*, 20 Wis. 615; *Id.*, 23 Wis. 643. See, also, *Chase v. Washburn*, 1 Ohio St. 244, 59 Am. Dec. 623.

The order of this court is that the judgment be affirmed.—194 N. W. Rep. 824.

## Transfer of Title on Exchange.

[Concluded from third column.]

fail to see what bearing this has upon the question here. If the Albers Company was not a bona fide purchaser of the grain, under the facts in evidence the title would remain in plaintiff wherever the cars might be.

Upon the undisputed facts, we are convinced that the title did not pass to Richter, that the Albers Commission Company is not an innocent purchaser for value, and, not having paid Richter for the grain, its retention after demand constituted a conversion and it is liable for its value.

The judgment of the district court is affirmed.—194 N. W. Rep. 800.

## Transfer of Title on Exchange.

The Omaha Grain Exchange has a rule that "Where a B/L is transferred and the party receiving the same issues and delivers to the person surrendering the B/L a receipt therefor stating that the title to the grain covered said B/L shall remain in the party holding said receipt until the same is fully paid for, then the person issuing such receipt is hereby prohibited from accepting or receiving advances on said B/L, or negotiating the same, as long as the receipt therefor is outstanding. Where a B/L is transferred and receipt issued therefor as above provided, the party transferring the same shall plainly stamp or write across the face said B/L the words: 'Receipt issued for the B/L under rules of Omaha Grain Exchange (name of holder of receipt)'."

"On all sales of cash grain to go to elevator mills or warehouses in this market, made on the floor of the exchange, on the 'Call' board, or by private sale, in accordance with the rules and regulations of the exchange, the buyer shall order the grain to the elevator, the ownership of such grain to remain in the seller until the grain is paid for. On such sales payment shall be made by the purchaser before 2 o'clock p. m. of the day following the day on which the grain is unloaded at the elevator. \* \* \* No grain shall be paid for until unloaded, or at the expiration of 144 hours from 2 o'clock p. m., of the day of the sale of the grain."

Two cars of corn were sold Aug. 3, 1917, to the Holmquist Elevator Co. to Wm. R. Richter, doing business as the United States Commission Co., who resold them to the Albers Commission Co. and ordered them to the Omaha Elevator Co. to be weighed. The Albers Commission Co. did not pay for the corn, Richter owed the company already \$4,500, covered by a note for \$5,000. Richter became insolvent before the Holmquist Elevator Co. was paid for the corn. The Holmquist Elevator Co. brought suit for the value of the corn against the Omaha Elevator Co., and the Albers Commission Co., alleging conversion and the Supreme Court of Nebraska on July 13, 1923, approved a decision in its favor by the district court of Douglas County.

The court said: The custom among dealers upon the Omaha Grain Exchange is that, when a car of grain is consigned to them at Omaha, a B/L is sent with a draft attached. As soon as the car arrives the inspection department of the exchange procures a sample of the grain, the car and fixes the grade. A sale is made based upon the grade and sample, during the first session of the exchange following the receipt of the sample. After the sale is made the Bs/L are turned over to the buyer for the purpose of procuring the moving of the cars to the elevators or industries for which they have been bought.

The seller is not obliged to take a receipt and have the B/L stamped, but if he does so he can thereby protect himself from the risk of the sale and transfer of the Bs/L and the grain to an innocent purchaser. The imprinting of such a stamp upon the Bs/L gives actual notice to any person receiving the same that the title to the grain still remains in the original holder of the bill.

Without such stamp the B/L furnishes no notice to a subsequent purchaser. The stamp not appearing on either of these Bs/L, they conveyed no notice to the Albers Commission Co. that the title had not passed to Richter. Under the rule the ownership remained in the seller.

The bookkeeper for the Albers Commission Co. testifies that he received two account sales slips showing the purchase of the corn and he credited the book account with the market value of the corn on the respective date. The account of sale slips show that the grain was sold by Richter at a much higher price. At either figure the value of the grain much exceeded the amount due the Albers Company, even if the promissory note is not taken into consideration.

It also appears that when Mr. Holmquist spoke to Mr. Albers on August 13, with respect to payment for these cars, Albers said there was a question about it, but he thought there would be willing to settle on the basis of the market. Holmquist told Albers he might be willing to accept either the corn or the value on that day. One car had not been unloaded. "It was understood that we had not been paid for the corn for the reason that it had not been weighed." The next day Albers refused to pay for the cars, saying there had been advance made which he did not know about the day before.

The Bs/L contain no notation of "shipper's weights," so that there can be no room for doubt that the grain was sold on "Omaha weights."

It is no doubt true, as appellants point out that the lawful holder of Bs/L, not bearing the stamp showing the grain had not been paid for, could order a railroad company to forward the cars containing it to another market, but w

[Continued in middle column.]

THIS world is a looking glass, and gives back to every man the reflection of his own face. Frown upon it, and it will in turn, look sourly upon you; laugh at it and with it, and it is a jolly, kind companion.

When you fret and fume at the petty ills of life, remember that the wheels which go round without creaking last the longest.



## Asked— Answered

(Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.)

### Books on Grain Business?

*Grain Dealers Journal:* I have been watching the "Books Received" column of the Journal in the hope of getting the names of some books pertaining to the marketing of cash grain by commission merchants. I wish to learn the workings of the grain exchanges from the cash grain side, and to know it from the commission house or broker's viewpoint. Is there anything in the way of books on this subject?—Thos. G. Craig, Mason City, Ill.

**Ans.:** The best way to get information is to get employment where the work is done and learn by observation and experience, since no books have been published dealing with the subject as a whole. The rules of the Board of Trade alone make a volume and it is impossible to understand the business thoroughly without being on the floor of 'change.

### Owner's Duty to Repair Elevator?

*Grain Dealers Journal:* A frame cribbed country elevator is leased for a period of years with a considerable amount of farm land tributary to the elevator. The written lease covering all the property is primarily a farm lease, with no special arrangements made about the elevator, and it is not mentioned in the lease.

The only paragraphs in the lease referring to repairs are as follows:

"When repairs or improvements are to be made the parties of the first part (lessors) shall furnish poles and posts, and when necessary, the party of the second part (lessee) shall cut them upon the premises, being paid therefor by the parties of the first part, the actual cost or labor involved.

"The party of the second part shall, when requested, provide material other than posts and poles needed to make such repairs and improvements at cost to him and shall haul all necessary material, including said poles and posts without charge, and shall furnish the labor necessary for making such repairs and improvements at the actual cost of the same."

The lessors must authorize all expenditures for material and labor for repairs and improvements. The lessors are willing to authorize necessary repairs but there is some difference of opinion between the parties as to paying for certain repairs to the elevator.

Elevator repairs are made necessary by the ordinary depreciation caused by time, and the wearing out of machinery and parts of the buildings primarily due to the handling of grain.

In view of the written lease covering property, pertaining to repairs as quoted above, I would be pleased to learn who should stand the cost of the following repairs:

Sills, siding, roof, etc., caused by ordinary exposure to elements, and time.

Alterations and repairs ordered by State Fire Marshall and Safe Inspectors.

Caused by breakage of machinery used in handling grain, including gas engine, elevator cups and legs.

Replacements of belts due to use, breakage and general depreciation.

Replacements caused by wearing of grain, such as spouts.

Replacements caused by wear of teams and trucks on driveways and approaches.—Isaac C. Pratt, Roseville, Ill.

**Ans.:** All these questions are disposed of by the clause providing that lessors must authorize all expenditures. This puts the lessee at the

mercy of the owner, as nothing can be done without his consent.

Equity requires that the owner maintain the property in a going condition, as the rental is presumed to be sufficient to pay for ordinary wear and tear. The owner can not be required to make good breakage due to the operator's negligence. If the owner by refusal to pay for needed repairs makes the premises unsafe no court will sustain the owner's claim for rent accruing after the tenant has moved out. The operator could not be expected to fill the bins with grain only to have the grain damaged by water coming thru the roof. Before proceeding to extreme measures the tenant should make it a matter of record that the repairs were necessary and were demanded and refused.

### Is Employment of Elevator Architects Limited by Law?

*Grain Dealers Journal:* I am told that Illinois has a law which requires architects and designers of buildings to pass an examination and obtain a state license before they can legally sell their services as architects or designers in Illinois. Kindly advise if this law applies to designers and architects of grain elevators living outside of the state. Does this law in any way attempt to limit the rights of an outside builder erecting a grain elevator in Illinois not designed or planned by an Illinois architect or designer licensed by the State of Illinois? Has any other state such a law? Has this law ever been tested? Is it not an autocratic attempt to limit the rights of the individual grain dealer to buy the services of whomsoever he pleases? Or is it simply another attempt on the part of the politicians to raise more money by indirect taxation? Any explicit information you can give us on the provisions of the law or the limitations of its operation will be greatly appreciated by—Hawkeye.

**Ans.:** Senate bill No. 287, approved June 24, 1919, requires persons practicing architecture to be licensed, and architecture is defined as the planning or supervision of construction of buildings for others.

Persons may erect buildings for their OWN USE after plans by themselves without being licensed as architects.

The law does not apply to buildings where the cost does not exceed \$7,500.

### Prices of Exchange Memberships?

*Grain Dealers Journal:* I would be pleased to see a statement of prices prevailing for memberships in the leading grain exchanges today and one and two years ago. What are the different factors affecting the market values of these memberships? Has the volume of business handled on the exchanges diminished during the two years? What has been the reduction in the volume of grain produced? How much more of it is consumed on the farm today as compared with two years ago? What percentage of the grain shipped from points of production goes to the leading central markets? What percentage of it goes around these markets to interior points? Is it possible that the high cost of marketing grain in central markets is diverting much grain direct to interior points? Any light you can give me on this subject will be greatly appreciated by O. T. S.

### Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Oct. 1, 2 and 3. Grain Dealers National Ass'n, at Des Moines, Iowa.

MT. VERNON, IND.—The Farmers Elevator Co. has installed a radio receiving set with one stage of radio frequency amplification. A loud speaker magnavox enables everyone in the office to hear the quotations from the Chicago Board of Trade.

### A Town Loafer Takes a Free Ride.





## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Quick Tuning of Radio Receiver.

*Grain Dealers Journal:* We have read the interesting description of the Board of Trade radio station WDAP in the Grain Dealers Journal Sept. 10, but we believe that the country grain dealer who is to get the full benefit of this quotation service must have radio apparatus specially manufactured for his purpose.

To illustrate this we will give our experience, as it will save many a dealer money.

In the spring of '22, we took up with the Grain Dealers Journal the matter of broadcasting grain and live stock quotations, and about three weeks later this service was taken up by the Westinghouse Station KYW, Chicago. As we are about 260 miles from Chicago, we realized that daytime reception at this distance required an extremely sensitive instrument.

Our first investment was in a prominent make set of moderate price. We were unable to get Chicago, even after making various changes, and then secured a high priced receiver. We then found that Chicago came in very well, but as this instrument was of the conventional type, using taps, vario-coupler, etc., for tuning, our next trouble was in tuning in Chicago quick enough to get the opening quotations, as the first quotations are now made within 70 seconds after the station comes on the air. For general reception, this instrument was fine—but for the reception of market reports it was very little better than our previous receiver, for many times we could not tune in Chicago until half of the quotations were given.

Realizing that to make this service of value to the average dealer, the majority of whom have had no radio experience, a change must be made in construction to facilitate quick tuning, we spent the next six months in experimenting, and now after a year's use, and doing away with taps, variometers and vario-couplers, etc., we have succeeded in perfecting a receiver that enables the dealer to tune all stations with but a single control—by which we can tune in Chicago in but 5 seconds' time, or any other station for that matter.

To those owning other receivers having difficulty in tuning, we can say that their instruments can be easily and cheaply rebuilt into a single control tuner, which we have found means the difference between a source of aggravation, in place of efficient and prompt reception that can be had.

For instance: At 8:35 a. m., eastern standard time, we light the tubes and within 5 seconds pick up the Chicago station. When he signs off at around 8:40, we simply turn this one control slightly and pick up St. Louis Station, a distance of about 330 miles. At 9:01 we again turn this control back and pick up Chicago, and the same each 30 minutes throughout the session.

The following installation information may be of value, for even with an efficient instrument this efficiency is easily cut down by small and what might be considered unimportant things, and from our experience the nearer these points are followed the better will be the reception.

Use an aerial at least 100 to 125 ft. in length if possible. While we can pick up Chicago with a 50 ft. wire strung around the ceiling of the office, yet the long outdoor aerial increases volume wonderfully. Use two good insulators at each end of the aerial to prevent leakage. In bringing the aerial down at the office, keep it

from 6 to 12 inches away from the building. Place an approved lightning arrester within 5 ft. of the ground. The lead in wire to the instrument should be thru a porcelain tube. While the insulation of the ground wire from your instrument is not so important, a good ground is important, and a 1¼ or a 1½ inch galvanized pipe driven from 6 to 9 ft. in the ground to permanent damp earth, with ground wire soldered to it is important. Solder all wires is best.

The proper radio receiver for market reports will prove one of the best investments for the grain or live stock dealer that he ever made—for it will enable him to know what he is doing, in place of guessing from day to day, or unless the majority call by 'phone to some other station having market reports, and, when the cost of operation is so very little, and the possibilities so great, he is certainly missing a valuable aid to his business and his own welfare. And from 6 p. m. until 2 a. m., he has at his will lectures, music, entertainment, market reports, etc., from Porto Rico on the south to Winnipeg on the north, and from the Atlantic to the Pacific.

I will be pleased to help dealers secure better reception if they now have a receiver that is not giving entire satisfaction, and as an extra word—don't purchase any receiver unless it will answer the purpose for which you want it, and I can assure you that the average receiver is not what you want for the reception of market broadcasts. But you can secure the proper one by investigating.

As the instruments now in use can be easily and cheaply changed to one suitable for quick tuning, it will mean that the instrument now used need not be scrapped or removed as many dealers have done to our knowledge, as the average cost of change will not exceed \$10.

The writer will be pleased to answer any inquiry regarding radio apparatus and troubles with same, and would only ask that a self addressed envelope be included with the request. We believe that this service might be of value, and is so offered freely and gladly.

As the writer's father has been in the grain business some 20 years, and as I have grown up in it, altho an electrical engineer graduate, you may know I am interested in the grain business and their SUCCESS—spelled in large words, and to this end I am willing to help all that I can.—R. O. Klepinger, Ingomar, O.

### Metal Roofing and Siding.

*Grain Dealers Journal:* The shingle roof should no longer be tolerated upon an elevator located within 100 feet of the main line track. We are aware that the use of wooden shingles was due primarily to the desire of the average contractor to secure a profit on his job and at the same time make a price that is acceptable to the elevator owner who, of course, is nearly always anxious to build his house as cheaply as possible.

Whenever we have been consulted on the subject of roofing or siding we have always recommended the best obtainable, regardless of the price. Our experience has been that quality is remembered long after price is forgotten. We recommend not less than a 26 gauge of galvanized iron and have referred a great many of our policy holders to the manufacturers of Armco Iron, noted for its rust resisting quality. Both of the above mentioned concerns have been experimenting for years in order to find a way to make pure iron on a commercial scale; to make it at a cost not too high for anyone who desired lasting, rust resisting, non-corroding, sheet metals. They have, in a large measure, been successful in their efforts. No elevator owner who covers his building with either Toncan Metal or Armco Iron will have occasion to tear it off and put on shingles, providing he uses not less than 26 gauge. Our preference would be for the galvanized iron, rather than the painted.—Mutual Fire Prevention Bureau.

### Let Europe Have Our Wheat on Credit.

*Grain Dealers Journal:* It is not the opinion of the majority of the producers that to organize them into an army of conspirators against the domestic public, with the view of coercing the people into paying more for their products during the existence of an abundant supply, is a healthy and lasting remedy.

The American who has the farmers' interest most at heart will turn his entire attention to the establishment of an unlimited credit with starving Europe and ample shipping facilities for the exporting of American wheat.

Europe has never so demanded the American product and the price would never be questioned with hungry mankind, if a means were devised whereby they might buy.

The world needs the overflow of American produce.

"To establish a credit for Europe and means of delivery are the present needs of the farmer."—Lloyd Crocker, Beatrice, Nebr.

### To Expedite the Forwarding of "Market Quotations."

*Grain Dealers Journal:* Third class matter containing bona fide "Market Quotations" which are so printed or stamped on the face of the envelope, are handled practically as first class matter both in transit and in post offices.

It is therefore suggested that grain receivers follow this plan, but such impression on envelope should, of course, be religiously restricted to market quotations or price lists, as otherwise the object desired would be defeated.

In order to expedite the handling and dispatch of this class of matter, it is further suggested that you urge that in mailing such matter considerable quantities, grain dealers use either precanceled stamps of the permit system; place the envelopes with the stamps and addresses on one way and separate them by states and cities and keep long and short letters in separate bundles. It would also be well to advise the postmaster in advance of heavy mailings, and at the same time inform him of the character of the contents and the necessity for prompt handling.—Sincerely yours, John H. Bartles, First Assistant Postmaster General, Washington, D. C.

### By-Products of Brewery Fed to Live stock.

*Grain Dealers Journal:* I am actually sorry there are a few men in the good old U. S. who believe we should make good grain into booze to injure a large number of human beings who do not or can not control their appetites. Mr. Shepard is the first man I have heard about who attempted to claim that grain was consumed by the brewery or distillery. The breweries and distilleries all sell their so-called by-products to feed dealers and they resell the farmers at a higher price than it was possible for the farmer to get for the whole grain product. I fail to see wherein the farmer actually benefited, but we have seen thousands of men who have been debauched by the innocent beer as many are pleased to call it.

Does Mr. Shepard think the makers of beer could be trusted when 2¾% beer was legalized? Who is making the strong beer that is reported to be bootlegged under prohibition? I maintain the brewers can not be trusted to make 2¾% when it is intimated they can not be trusted to make ½ of 1%. I have been in the grain and hay business for twenty-five years and own a farm and am opposed to using grain for booze or having the Volstead law modified in any way.

We need more rigid enforcement of the Volstead law by using the navy on the sea to search every ship coming to shore and our army on every highway leading from Canada or Mexico to halt every person and search him or his machine. The more severe the penalty for violation of the booze law, the less it will be violated.—P. M. Ashbrook, Alexandria, C.



## Swan Song of the Cleveland Co-operative.

*Grain Dealers Journal:* The friends of the agitators who induced the farmers of Ohio to invest \$100,000 in an old, out of date elevator at Cleveland have a splendid opportunity to prove their faith in the integrity and ability of the promoters by coming forward with the cash necessary to satisfy the creditors of the co-operative elevator company that promised to handle all the grain shipments of the co-operative elevators of Ohio to such advantage no other receiver could share in the business. The wild ventures of Ohio farmers into business the last four years cost them more than they will receive for many crops. Just listen to the swan song of the Cleveland company.—Buckeye.

### THE UNION ELEVATOR COMPANY Grain, Hay & Feed. Cleveland, O.

To the Creditors of The Union Elevator Co.: During the years 1921 and 1922, The Union Elevator Co. suffered very heavy losses due to the decline in grain prices, and adverse conditions prevailing generally in the elevator business. During all this time and, in fact, up to the present moment, negotiations have been pending for the sale of the elevator property at a figure which would pay all of the outstanding indebtedness and return to the stockholders the face value of their stock, which is in excess of \$80,000.

During the past three years, on account of the lack of sufficient working capital, the Elevator Co. has not been able to transact a volume of business that would allow them to make a profit, but the Directors considered it better to operate at a small loss, with the expectation of making a favorable sale of the entire assets, than to close the plant down and have to lose the carrying charges, which would amount to over \$1,000 per month.

During the latter part of 1922, one of the largest stockholders advanced \$12,000 in new capital to refinance the Company until a sale could be consummated. This money, however, and a great deal more, has been lost during the year 1923, and early in July the Directors decided to close down the plant and go into liquidation. At this time the statement of the company showed that it had sufficient assets on hand to pay all unsecured creditors, leaving the real estate, buildings and machinery to the mortgagee. Unfortunately, when it came to selling the remaining stock of the grain on hand, it was discovered that the grain was not in A-1 condition, and had to be sold below the market price, and also due to some miscalculation, a shortage of ten feet was discovered in the capacity of the bins, and our equity in the grain was not as great as we had always been led to believe, the proceeds from the sale of the grain being little more than enough to pay the storage warrants issued against same.

Very strenuous efforts have been made to collect on the Accounts Receivable, which have been turned over to the R. G. Dun & Co. for collection, but the results so far have been very discouraging. A great many of the smaller debtors have moved, and as yet the R. G. Dun Co. has been unable to locate them. Several of the largest debtors are either bankrupt or very nearly so, and while the total unsecured creditors will probably not aggregate over \$10,000, from the present indications it will be impossible to raise more than \$2,000 from the Accounts Receivable and sale of the office furniture, which are the only remaining assets not covered by the mortgage.

On account of the absence from the City of Mr. Frank H. Teagle, the President of the Company, and Mr. H. W. Robinson, the Vice-President and General Manager, and also on account of the resignation of the Treasurer, Mr. A. J. Teagle about a year ago, which office has since been vacant, Mr. H. C. Hutchinson, who has been the inactive Secretary of the Company for the past six years, volunteered his services in the collection of the accounts and safeguarding of the few remaining assets, until such a time as the creditors could meet and choose someone to replace him.

Foreclosure proceedings were begun by the Trustee under the mortgage some two weeks ago, and at the present time they are maintaining day and night watchmen at their own expense. While The Guardian Savings & Trust Company is Trustee under the mortgage, it is only a minority owner of same, the majority being owned by principal stockholders, who have advanced these funds from time to time for the past twenty years. If a sale of this property can be made, either at public or private sale, the Guardian Bank has agreed to turn over to Mr. H. C. Hutchinson for the unsecured creditors any moneys received in excess of their claim.

The estate is so small that it would hardly pay to have a receiver or trustee appointed, as the Court costs and legal fees would undoubtedly use up the entire estate, and there would be nothing whatever left for the creditors.

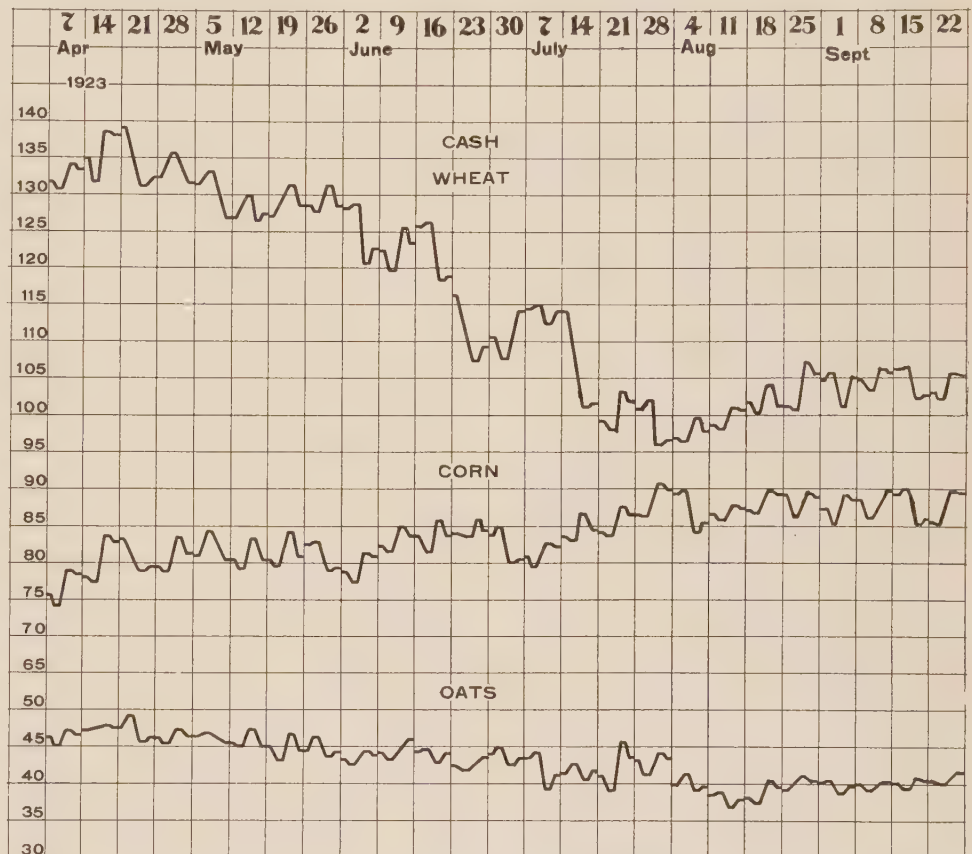
If you favor the handling of the property upon the above conditions, kindly file your claim with Mr. H. C. Hutchinson, who is Assistant Treasurer of The Guardian Savings & Trust Co., located at the Commercial Office, at Superior Avenue and West 6th Street, Cleveland. If you deem it advisable for all the creditors to have a meeting and discuss this matter further, the writer will be willing to arrange such a meeting.—Very truly yours, H. C. HUTCHINSON, Sec'y.

Samuel Untermyer of New York, who has the work in hand has received assurance of sufficient support to warrant the drafting of a bill designed to provide federal regulation of brokerage houses that will eliminate bucket-shop transactions.

THE total exports of rye, including rye flour, from the United States during the fiscal year ending June 30, 1923, amounted to 51,662,968 bushels, according to the Monthly Summary of Foreign Commerce, published by the Bureau of Foreign and Domestic Commerce. This exceeds all previous records and represents an increase of 72.5% over the previous fiscal year, when the exports of rye, including rye flour, amounted to 29,943,852 bushels. The last preceding high mark was for the fiscal year ending June 30, 1921, when the exports of rye and rye flour aggregated 47,337,466 bushels. In 1913 the domestic exports of rye and rye flour amounted to 2,272,492 bushels.

## Cash Wheat, Corn, and Oats Fluctuations from April 1 to Sept. 22.

Opening, high, low and closing average prices of No. 2 red winter wheat, No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each week a few cents above or below the extreme charted.



## Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for December delivery at the following markets for the past two weeks have been as follows:

DECEMBER WHEAT													
	Sept. 10.	Sept. 11.	Sept. 12.	Sept. 13.	Sept. 14.	Sept. 15.	Sept. 17.	Sept. 18.	Sept. 19.	Sept. 20.	Sept. 21.	Sept. 22.	Sept. 24.
Chicago	106	105 1/2	104 1/2	103	102 1/2	101 3/4	102	102 1/2	102 1/2	103 1/4	102 3/4	103 1/4	104 1/4
Kansas City	103 1/2	102 1/2	102 1/2	100 1/2	100	98 1/2	98 3/4	99	99 3/4	101 1/2	99 3/4	100 3/4	102
St. Louis	106 1/2	106 1/2	105 1/2	104 1/2	104 1/2	103 1/2	103 1/2	104	104 1/2	105 1/2	104 1/2	105 1/2	106
Minneapolis	116 3/4	115 3/4	115 3/4	113 3/4	113 3/4	113	113 3/4	114 1/2	115 1/2	116 1/4	115 3/4	115 3/4	116 1/4
Duluth (durum)	97	97	96 1/4	94 1/2	93 1/2	92 1/2	92 1/2	92 1/2	92 3/4	94 1/2	94 1/2	95 3/4	96 3/4
Winnipeg	95 1/4	94 3/4	94 1/2	92 1/2	92 1/2	91 1/2	92 3/4	93	93 3/4	94 1/2	94	93 3/4	94 1/2
Milwaukee	106 1/2	105 1/2	104 1/2	103	102 1/2	101 1/2	102 1/2	102 1/2	103 1/2	103 1/2	102 3/4	103 1/2	104 1/2
DECEMBER CORN													
Chicago	68 1/2	68 1/2	68 1/2	66 1/2	66 1/2	65 1/2	67 1/4	67	66 1/2	67 1/2	67 1/2	69 1/2	69 3/4
Kansas City	64 1/2	64 1/2	65	64 1/2	64 1/2	63 1/2	64 1/2	64 1/2	64 1/2	65 1/2	65 1/2	67	67 3/4
St. Louis	69 1/2	69	68 1/2	67 1/2	67 1/2	66 3/4	68	68 1/2	68	69	68 1/2	71	71 1/2
Milwaukee	68 1/2	68 1/2	68	66 1/2	66 1/2	65 1/2	67 1/2	67 1/2	67	68	67 1/2	69 1/2	69 3/4
DECEMBER OATS													
Chicago	39 1/2	39 1/2	40	39 1/2	39 1/2	39 1/2	39 1/2	39 1/2	39 1/2	39 1/2	39 1/2	40	40 1/2
Kansas City	40	40	40 1/4	40 1/4	40 1/4	40 1/4	40 1/4	40	40	40 1/4	40 1/4	40 1/2	40 1/2
Minneapolis	35 1/2	35 1/2	36 1/2	36	36	36	35 1/2	35 1/2	35 1/2	36 1/2	36	36 1/2	37
Winnipeg	40 1/2	39 1/2	39 1/2	38 1/2	37 1/2	38	37 1/2	37 1/2	39	38 1/2	38 1/2	39	39 1/2
DECEMBER RYE													
Milwaukee	39 1/2	39 1/2	40	39 1/2	39 1/2	39 1/2	39 1/2	39 1/2	39 1/2	39 1/2	42 1/4	42 1/2	43 1/4
Chicago	72 3/4	72	71	69 1/2	68 1/2	67 1/2	67 1/2	67 1/2	68 1/4	68 1/2	68	68 3/4	69 1/2
Minneapolis	63 1/2	67 1/2	67	65 1/2	65	64	64	64 1/2	64 1/2	65	64 1/2	64 1/2	65 1/2
Duluth	69 1/2	68 1/2	68 1/2	66 1/2	66 1/2	64 1/2	64 1/2	64 1/2	65 1/2	65 1/2	65 1/2	64 1/2	66 1/2
Winnipeg	68 1/2	67 1/2	66 1/2	63 1/2	63 1/2	63	63 1/2	63 1/2	63 1/2	64 1/2	64 1/2	64 1/2	64 1/2
DECEMBER BARLEY													
Minneapolis	53	52 1/2	52 1/2	52 1/2	52 1/2	52 1/2	53 1/2	53 1/2	53 1/2	54	54	54 1/2	55 1/4
Winnipeg (Oct.)	51 1/4	50 1/2	50 1/2	49 1/2	49 1/4	49 1/4	49 1/4	49 1/4	49 1/4	50 1/4	49 1/2	50 1/4	51 1/4



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### ILLINOIS.

Adeline, Ill., Sept. 22.—Recent frost damaged corn at least 25%.—John Anderson, Agt., Armour Grain Co.

Athens, Ill., Sept. 22.—No damage to corn in this vicinity by frost.—Emery C. Jensen, Mgr., Athens Farmers Elevator Co.

Odell, Ill., Sept. 22.—Corn damaged about 10% by frost. There was some replanting and all of that was hurt.—C. A. Vincent.

Broadlands, Ill., Sept. 22.—On the 13th we had a freeze which froze ice as thick as window glass. It did considerable damage to the late corn in the way of making it light and chaffy. The early corn was too far advanced to show any material damage. About five per cent of the corn is late.—Harry Allen.

Aledo, Ill., Sept. 22.—Damage by frost is not very serious on prairie land except the late planted, but on the low land and bottom lands damage will be considerable as corn is reported killed and all turned white, which would mean chaffy corn of a poor quality and low yield.—Frank Terrey, Mgr., Farmers Grain & Coal Co.

Springfield, Ill., Sept. 19.—Frost formed generally over the northern half of the state Friday morning; minimum temperature in the extreme north was near freezing at a number of points. Damage was practically confined to the northern one-fourth of the state where reports vary, but apparently much truck was killed and appreciable damage done to corn in lowlands. Progress of corn during the week was fair. It is nearing immunity from frost in the south. Much silage and some fodder is being cut. Excellent progress was made in preparing ground for fall seeding. Very little wheat has been sown. Some alfalfa and timothy seed have been sown. Clover hulling, harvesting cowpeas and the last cutting of alfalfa made satisfactory progress.—W. F. Feldwisch, Meteorologist.

Springfield, Ill., Sept. 17.—Mostly cool wet weather during the first half of the month with light frosts scattered over the northern areas at the close, has been unfavorable for corn. Field work has made fair progress. Reports on fall plowing show fully 20 per cent less than the usual acreage plowed at this time of year. The bulk of the Illinois corn crop has reached a well advanced stage of maturity, but warm drying weather is needed quite extensively to insure favorable quality. Most of the later part of the crop will require favorable weather during the remainder of September to mature. Yields will vary due to local dry spots earlier in the season, but the present outlook is that the average yield for the state as a whole will be high. Silo filling is well under way. Threshing of small grains is practically completed with the exception of a few scattered localities. There has been marked loss in quality and small loss in yield to small grain from damage in the shock. This will apply to about one-third of the wheat crop and 50 per cent of the oats crop.—A. J. Surratt, Agricultural Statistician.

### INDIANA.

Lawrenceburg, Ind., Sept. 22.—There has been no frost in this locality.—Geo. T. Bateman.

Brookville, Ind., Sept. 22.—The damage to the late corn from the frost in this locality is thought to be considerable. It will no doubt make a lot of it chaffy.—Chas. L. Masters.

### IOWA.

Lake Park, Ia., Sept. 22.—Have not had enough frost to do any material damage.—Farmers Exchange.

Hale, Iowa, Sept. 22.—Frost of Sept. 14th did about 25% damage to corn in this vicinity, and no grade corn will be the result.—Henry Kruse.

Anita, Ia., Sept. 21.—No damage in this locality from frost. We need ten days or two weeks more of warm, dry weather for a good crop.—Kunz Grain Co.

Auburn, Ia., Sept. 22.—Practically no frost damage. Think 20% of corn on the ground is seriously damaged by recent rains. 75% of corn matured.—R. Welsh, Mgr., Farmers Grain Co.

Arnold, Ia., Sept. 22.—Frost damage in this locality is at least 25% on account of so many ears not fully matured. Corn will be chaffy and light. A great many ears molding on stalk at present time.—Arnold Grain Co.

Aspinwall, Ia., Sept. 21.—Up to this writing we have had no frost. 50% of our corn is out of danger. If frost stays away a week or ten days, with good weather, it will all be in fine shape.—Denniston & Partridge Co.

Calmar, Ia., Sept. 21.—As a result of the frost there will be some soft corn in this vicinity, but to what extent it is too early to say. Can tell more about it at husking time or after corn is cribbed. 30 to 40 bus. per acre will be about the average.—Meyer & Co.

Burchinal, Ia., Sept. 22.—Frost did very little damage if any, but drought has damaged corn fully one-half. Fields look good and stalks are unusually tall, but a great many have no ears and some have ears just starting to form. Will have lots of soft corn. Oats are of good quality but light yield.—Merim Wood, Mgr., Farmers Co-op. Society.

Des Moines, Ia., Sept. 19.—Damage to the Iowa corn crop, running, in some sections, as high as 30 per cent, was caused by the frosts of last week, according to the weekly weather and crop bulletin. Damage was most severe in the planted lowlands, where the cool weather season had greatly retarded the crop. About one-third of the state was affected.

Dike, Ia., Sept. 22.—A good per cent of early planted corn was out of danger when the frost hit here on the night of Sept. 14th. We have a few fields on high land which is still green, but on the low land and late planting, the corn will be materially damaged. Such corn needed two weeks of dry, warm weather. No doubt some corn will be chaffy.—Independent Grain & Lumber Co.

### KANSAS.

Galva, Kan.—Rains have been general over Kansas the past week, and in this particular locality we are very thankful for the nice showers we received. The soil now is in fine condition, and will make a splendid seed bed.—Ivar Norden, Farmers Grain & Supply Co.

### MINNESOTA.

Adams, Minn., Sept. 22.—15% of the corn will be soft as a result of the recent frosts.—J. P. Shissel.

Blue Earth, Minn., Sept. 21.—The corn crop in this vicinity is damaged to the extent of 30% by hail and frost.—Farmers Elevator Co.

Ash Creek, Minn., Sept. 21.—Little damage from recent frost. 90% of the corn is out of the way of frost. Threshing has been delayed on account of wet weather. Very little grain is being marketed. Farmers are all holding for higher prices.—C. E. Kelly, Mgr., Ash Creek Farmers Elevator Co.

Canton, Minn., Sept. 21.—All late corn suffered badly from the recent frosts. The drought this summer caused the earlier fields to ripen very unevenly on account of too dry in the ground even to germinate. Some hills laid dormant until we got a rain to bring them to. I should say that fully 25% of our corn is very soft.—H. H. Vail, Agt., Vail & Wickett.

### MISSOURI.

Whitham, Mo., Sept. 14.—The corn crop is one of the largest we have grown in this the Grand River bottoms. All thru this section of Missouri the corn was never better.—F. Hayward, Frank Hayward Grain Co.

### NEBRASKA.

Ashton, Nebr., Sept. 24.—No frost in this vicinity to date. Practically all corn out of danger of frost. Crop good.—Farmers Co-op. Grain & Sply. Co.

Goodwin, Nebr., Sept. 22.—We have had no frost in this section of Nebraska. If we have one more week of good dry weather we will have one of the best corn crops in years.—Harry Goodfellow.

Henry, Nebr., Sept. 23.—No damage to corn or other crops in this section by frost to date. Weather conditions ideal for our unusually large corn acreage and mostly out of road of frost.—C. K. Anderson.

Pender, Neb., Sept. 22.—No frost damage so far. Our corn needs at least two weeks of good dry winds to mature. Some fields showed dented corn as well as corn in milk. As a general thing our corn is very uneven and should frost come we will have a lot of soft corn.—Frank V. Uridel, Mgr., Farmers Union Merc. Co.

Bloomfield, Nebr., Sept. 23.—There has been no frost in this community. We have had considerable wet weather that has delayed the corn in ripening, but lots of fields are out of the way of a light frost. In fact, a light frost would be of benefit to the corn and put it in cribbing condition quicker than sun and wind. The corn has the appearance of yielding from thirty to fifty bus. per acre.—H. F. Cunningham.

### OHIO.

Norwalk, O., Sept. 22.—Corn not damaged to any great extent by the frost. Looks like a bumper crop with us.—F. A. Jenkins & Co.

Jewell, O., Sept. 20.—We do not think the frost has done any damage here. In fact, we rather think it has helped to kill the growth and will help to ripen it.—Jewell Grain Co.

Coshocton, O., Sept. 22.—In the low valleys the corn is damaged 25% by the recent frost but along the river and on the hills no damage was done.—L. C. Gray, Mgr., Coshocton Farmers Exchange.

Coshocton, O., Sept. 22.—Our growing corn has been damaged from 6 to 8% by the late frost. Business interests are not aware of the fact we have had a harvest.—T. J. Hanley, Mgr., Hanley Mfg. Co.

Edison, O., Sept. 22.—Frost damaged the corn in this locality severely, probably about one-third of the crop was ready to cut but two-thirds was just in milk or beginning to clout. Many farmers are letting their soft corn stand in the hope that it will mature on stock as none all the stock was frozen.—F. E. Blair, Proprietor Edison Mills.

Walhonding, Ohio, Sept. 24.—Fifty percent of corn here frosted. It was in the turning stage. Those who have silos are filling with frosted corn. Others have started to cut. Shocks are beginning to turn black. Corn will all spoil where cut this early and frosted. If left standing, same would cure, but farmers are anxious to get corn off of ground to complete seeding.—Walhonding Farmers Grain Co.

Grelton, O., Sept. 22.—Frost did not do any damage at this place. We are having too much rain for the corn. It is not ripening the way it should for this time of the year. One week dry weather and frost will not hurt anything here. Not much grain moving now. Farmers are holding on in the hope of getting better prices later. Most of wheat in farmers' hands.—G. C. Thomas, Agt., Toledo Grain & Milling Co.

Centerburg, O., Sept. 23.—About 25% of the corn was caught by the frost. It will be nothing but soft corn altho it was nearing maturity, so that it will be good feed corn for the present. Most of our corn was in early and well tended which made it good corn and out of the reach of the frost.

The writer just returned from a trip in the Southern part of the state first of this week, and all corn looked good and as if it was practically all matured.

Some of the farmers report that we will now have the anticipated large crop but then this always comes from them at this time. We will have more corn than we have had for years.—G. J. Burrer & Sons, By P. P. Burrer.

### SOUTH DAKOTA.

Baltic, S. D., Sept. 22.—No damage to corn in our district by frost. Corn looks good.—J. T. Scroggs, J. A. Kikeby, Agt.

Broadland, S. D., Sept. 24.—The frost we had last month did damage only in spots. I do not suppose it hurt any more than one-tenth of the corn crop, but the dry weather has reduced our corn down to about 25 bu. to the acre. Our corn has been out of the way of frost for ten days.—Atlas Elevator Co., H. G. Krautman, Agt.

### TEXAS.

Ft. Worth, Tex., Sept. 18.—The Texas crop of wheat is 90% moved from the farmers' hands and 85% moved from shipping points. Maize crop in the Panhandle is badly hurt, recent rains have helped some but over 50% was burnt up in that section. Corn (they don't raise so much) was 100% burnt up in the Panhandle—fairly good crop in this territory. Oats are all moved, and it was fine crop of seed oats, the best we have raised for some years. Good demand for them from out of the State for seed. Some still being held by dealers for seed sale later to Kansas, etc., but not many left account short crop. Farmers getting from 95c to \$1 bu. for wheat.

### WISCONSIN.

Ft. Atkinson, Wis., Sept. 22.—Frosts did about 25% damage to the corn crop of this locality.—Frank E. Greene.



## Semi-Monthly Washington Report.

Washington, D. C., Sept. 18.—Corn is ripening slowly as a rule as is shown by the report of the U. S. Department of Agriculture, issued today. It is generally quite backward and a large proportion of the crop is still in danger of frost damage. Recent frosts have apparently done but little damage to the crop. Fodder pulling in southern areas is nearing completion and the filling of silos is making rapid progress. The condition of the crop as a whole is still good.

Plowing and the preparation of the soil for fall sown grains is under way in most areas and some seeding has been done. It is now quite generally under way.

The harvesting of spring grain is practically over. Thrashing has been delayed by rains and other causes in many areas and much light weight and poor quality grain has been gathered. Considerable sprouting in the shocks has been reported. The weather conditions of late have been unfavorable for the rice harvest and some damage to the crop has resulted.

Apparently broom corn has made smaller yields this year in most sections than last and the quality will not average high.

Grain sorghums are generally doing well though chinch bugs and adverse weather conditions have done some damage in different areas.

In Wisconsin, Michigan, Indiana and Illinois thrashing of winter wheat and rye is practically completed. In Colorado, Nevada and Wyoming yields of wheat have been cut by rust. In the Dakotas, Minnesota and Montana better progress than usual has been made in fall plowing and some seeding has been done in Minnesota and eastern sections of the Dakotas. In Oklahoma plowing is progressing rapidly, some disking has been done and seeding of wheat is going on in the drier sections. Plowing for fall oats is not general in the section including Arkansas, Oklahoma, Texas, Louisiana and Mississippi. Eastern Colorado is seeding fall grains. In some sections of Utah, Nevada and Wyoming more moisture is needed to prepare the soil for grains. Some winter wheat has been seeded in Idaho, Washington and Oregon and where up it looks fairly good. In the section including the states of Tennessee, the Carolinas, Alabama, Georgia and Florida the quality of spring grains harvested is better than the average in North Carolina but below it in the other states. Preparations for fall plantings are late in North Carolina on account of a dry summer but an increase of acreage seems probable. Preparation of the ground for fall sown oats and barley has begun in Tennessee. In Wisconsin, Michigan, Indiana and Illinois some thrashing of oats and barley is still to be done. The grains are of light weight and poor quality. Thrashing of spring grains is nearing completion in Minnesota and the Dakotas. Nebraska is seeding wheat under favorable conditions, seeding has begun in Missouri and is making slow progress in Iowa. Thrashing of spring grains has been delayed by rains in Iowa and rains have damaged the grain to some extent. The harvesting of spring grains in the northern counties of California is in progress. The weather has been unfavorable for the rice harvest. There is some sprouting in the shocks in Texas and thrashing in Louisiana has been delayed by rains.

Peanuts have made a heavy vine growth in Virginia and promise an excellent yield. The commercial crop is practically all harvested in South Carolina with satisfactory yields. The Georgia crop is very poor with too much rain.

Early broom corn in Illinois has a light yield of poor quality. The late is much better in quality but not as good as last year. Harvesting is well advanced in Oklahoma with light yields. In New Mexico the crop has been improved by recent rains.

Sorghum is showing some improvement in South Carolina and northern Georgia. In the south central and southeast sections of Kansas grain sorghums are badly burned but in other sections of the state the crop is heavy. Kafir is being harvested in Oklahoma with some damage by chinch bugs showing. Grain sorghum is improving in Texas, maturing well with good yields indicated in Colorado and has been improved by recent rains in New Mexico.

Beans are making rather light yields in some sections of Michigan. They are making a big crop in Washington and Oregon. Sugar beets have improved in Michigan but yields will vary widely. The bean harvest in early sections of California is advancing with yields below original expectations.

## Canadian Wheat Crop.

Washington, D. C., Sept. 13.—Preliminary estimates of fall and spring wheat in Canada indicate a yield of 470,328,000 bus. this year compared with 399,786,000 bus. last year, according to a report received by the United States Department of Agriculture, Sept. 11, from the Dominion Bureau of Statistics at Ottawa. Rye production is estimated at 28,159,000 bushels compared with 32,373,000 bus. last year, 80,048,000 bus., compared with 71,865,000 bus. last year. Oats 535,124,000 bus. compared with 491,239,000 bus. last year. Flaxseed 6,977,000 bus., compared with 5,008,500 bus. last year.

## Grain Belt Conditions.

Chicago, Ill., Sept. 22.—Pastures and forage crops in the great grain belt look from fair to very good, altho there are some sections in Kansas that complain of poor haylands and clover due to dryness. We also find some small localities in Nebraska and Minnesota complaining of the same conditions. The same is also true in the western and northern North Dakota. Throughout this territory threshing has made good progress, although there are many sections where the work has been delayed on account of rains. The small grain crops generally look from fair to good, with the exception of localities that suffered from dryness and rust earlier in the season. Corn as a whole, looks very good; there has been some slight damage by frost to this crop in the more northerly states. In most instances, the frosts were light and served only to check the growth of the corn. Corn is maturing very slowly, due to extreme moisture conditions prevailing the past few weeks.—F. Baackes, vice pres. American Steel & Wire Co.

## Michigan State Report.

Lansing, Mich., Sept. 15.—Practically all crops declined in condition during the month of August. Dry weather continued throughout the greater part of the month, and cultivated crops that had held up well in previous months showed the effects of drought to a marked extent in many sections. Rains near the close of the month and during the early days of September will benefit late potatoes, sugar beets, pastures and other late maturing crops. Cool weather has delayed maturity of corn, altho dry weather has dried up many fields. In the best sections, the stalks are well eared and well filled, but in many counties the ears will be short and considerable areas now show a decided lack of ears. The present estimate indicates a crop of 60,190,000, a decline of over 2,000,000 bushels since August 1, and a slightly smaller crop than produced in 1922. Spring wheat crop has become a relatively unimportant one in Michigan, the estimated production being only 125,000 bushels this year. Oats straw was short in western and northern counties but proportionately well filled. Harvesting is completed, but in some northern and eastern counties rain discolored the straw and grain. Based on the final condition report, the production will be 48,508,000 bushels or about 1,000,000 bushels less than last year. Barley condition at time of harvest was reported as 80 per cent, representing a crop of 3,466,000 bushels. In 1922, the state produced 3,500,000 bushels. Present prospects indicate a crop of 860,000 bushels of buckwheat, or 8,000 bushels less than was produced in 1922. The country as a whole is expected to produce approximately 13,505,000 bushels as against 15,050,000 last year. The bean crop did not set as well as usual, and the pods are only partly filled, especially in the dry sections of the state. The condition is 10 per cent lower than on August 1. The yields are quite disappointing in many western and central counties. The present outlook for a crop of 6,506,000 bushels is due to the heavy acreage as the yield is not large except in the more favored sections. Harvesting is well under way and some damage has been caused by rains in various localities. This injury will probably reduce the merchantable crop several hundred thousand bushels below the above figure. It is expected that Michigan's crop represents fully 65 per cent of all the white beans in the United States this year.—Verne H. Church, Agricultural Statistician.

## Government Report on Red Clover Seed Crop.

Washington, D. C., Sept. 15.—Winter killing and generally unfavorable weather last summer and this spring caused a marked reduction in the acreage and yield per acre of red clover seed. The production of medium red clover is expected to be about 45% of last year's crop while the production of alsike is estimated at 70% of the 1922 crop. Mammoth red clover production is also much below that of last year. There was a big decrease in the acreage in every important red clover seed producing state except Idaho. In general yields per acre in the several states did not show such large reductions from last year as did acreages. Almost every state, however, indicated a smaller yield per acre than last year.

The decline in production in red clover seed was greatest in Indiana, Illinois, Ohio and Michigan. In the heaviest producing districts of these and to a lesser extent some of the other important clover seed states hot, dry weather occurred during the summer of 1922 which set back clover plants considerably. Severe freezes during the winter and spring made further and greater inroads upon the red clover crop. Dry, cold weather during April and May retarded the growth of the plants that had survived the rigors of the winter. Then drought after the hay (first) crop was removed completed the series of setbacks that were encountered by hundreds of red clover fields in central producing states. In portions of Illinois and to a much less extent in a few other states where frequently the first crop is cut for seed, hay was needed and the yield of seed from the first crop was not so promising as last year, hence but very little of the first crop of medium red clover was harvested for seed. Some reports of grasshopper damage in southern Idaho and midge in Illinois were received, but on the whole the red clover seed crop seems to have been less subject to insect damage than usual. Drought during the summer rather than winter killing reduced the crop in Wisconsin. In scattered districts of Iowa, Missouri and elsewhere it was either too wet or too dry. Where drought was common a greater acreage of red clover than usual was needed to supply the necessary hay or pasturage requirements on the farm. Alfalfa has replaced much of the red clover in northwestern Ohio and southern Michigan. The acreage of sweet clover in Ohio, Illinois and lesser important red clover seed producing states was increased greatly during the spring.

The acreage to be cut for seed this year compared with last year ranges from 23% in central Indiana to 115% in southern Idaho and that the acreage in a number of the heaviest producing districts is less than one-half of last year's acreage. The yield per acre ranges from 55% in central Indiana and southern Illinois to 100% in northeastern Wisconsin and southern Idaho. In every state shown except Idaho the yield per acre percentage is higher than the acreage figures, indicating clearly that the marked decrease in production this year is due principally to the reduction in acreage.

Reports from shippers at 299 stations in the principal producing sections indicated shipments of the 1922 crop of red clover seed aggregating 17,560,000 lbs. and estimated prospective 1923 crop shipments from the same stations at 5,687,000 lbs.—U. S. Department of Agriculture.

TEN senators and sixteen representatives have indorsed a plan for the drafting legislation to curb bucketshop operation.

REVAL, RUSSIA.—Of the considerable consignments of Rye which Russia has sold to Germany 15 million poods will be sent via Reval during the next four months, according to news which has reached the "Ost Express." For this quantity 26,000 railway waggons are necessary. The first consignment of 300,000 poods arrived at Reval towards the end of July and the beginning of August, and is stored partly in granaries and partly on the wharves, while only small quantities have been shipped.



# G. D. N. A. at Des Moines Oct. 1, 2 and 3

## Do You Remember?

Do you remember the 1901 convention of the Grain Dealers National Ass'n at Des Moines, Oct. 2-3-4? The attendance was the greatest ever credited to a gathering of grain merchants. The great Auditorium just back of the old Savery Hotel was the scene of great activity both day and night. That was the first time the chief grain inspectors came together and they organized at that meeting. Each exhibited type samples of their standard grades and were surprised at the wide variation between the various markets. The exhibits were most interesting and so extensive that it became necessary to erect a large tent outside the auditorium to accommodate them.

The field seed exhibit inside the auditorium was probably the most extensive presented at any gathering of field seed merchants before or since.

The dealers were welcomed to the state by Gov. Leslie M. Shaw and welcomed to the city by Capt. M. T. Russel of the Cereal Club.

Two evening sessions were held, one being addressed by Geo F. Stone, then Sec'y of the Chicago Board of Trade, and the other was given over to a luncheon, smoker and vaudeville in the auditorium, each delegation from the various exchanges being given thirty minutes to contribute to the entertainment. The competition between the exchange members was keen and added much zest to the occasion.

The principal address of Thursday morning was by F. H. Peavey of Minneapolis, on "The Grain Trade of the Northwest." Warren T. McCray, now Governor of Ind., addressed the dealers on the "Grain Merchant's Conquered Difficulties." J. P. Harrison of Sherman, Texas, talked on "The Grain Trade's New Century Brotherhood." He said the grain merchants of different sections were just beginning to feel a common interest in their mutual problems.

Among those who appeared on the program at Des Moines in 1901 who have since passed to their rest, we find the names of E. L. Rogers, Philadelphia; Henry Lassen, El Reno, Okla.; B. A. Lockwood, Des Moines, Ia.; Arthur L. Sawers, Chicago; Geo. F. Stone, Chicago; F. H. Peavey, Minneapolis; J. P. Harrison, Sherman, Texas; L. Cortelyou, Muscotah, Kan.; H. A. Foss, Chicago.

Not only did the C. & N. W. run a special daylight train from Chicago to Des Moines, but all the railroads had special cars for the grain dealers from Chicago and other points. Many special sleepers came from Minneapolis, Kansas City, St. Louis, and stayed in Des Moines during the convention so that the passengers could have a place to sleep.

Every incoming special was met by the Des Moines Cereal Club with a large brass band and a wagon for the grips. After every visitor had been presented with a cornstalk cane, the band led the new arrivals in a parade to the hotel.

Des Moines was the first meeting at which a daily issue of the Grain Dealers Journal was published and presented to those in attendance upon arising in the morning.

It was at the Des Moines meeting that the plan for arbitrating trade differences among members was first presented and adopted. This first scheme of arbitration was presented by W. H. Chambers, in response to a demand for some method of bringing about an equitable adjustment of trade disputes. This feature of association work has proven throughout the years to be one of the most valuable additions to organization work.

After adjournment several hundred dealers were taken on a special C. & N. W. train to Sioux City, Ames and Chicago.

## Onward to Des Moines.

Grain Dealers attending the 27th Annual Convention of the Grain Dealers National Ass'n, which will be held in Des Moines Oct. 1-2-3 will have the advantage of going in a party from Chicago over the Rock Island, leaving the La Salle Street Station Sunday, September 30, at 10:00 p. m. and arriving in Des Moines Monday at 8:00 A. M. A splendid program has been prepared and each day brings additional assurance of a large attendance.



Those desiring reservations on the Grain Dealers Special should write, wire or phone L. H. McCormick, general agent of the Rock Island, Chicago, and he will take care of it. Those having a party of friends desiring accommodations in same car should call early.

## Chicago Dealers Will Go to Des Moines.

Chicago dealers will go to the Des Moines convention of the Grain Dealers National Ass'n in a body, leaving Sunday night on a special train on the C & N-W and arriving Monday morning.

THE SEMI ANNUAL Meeting of directors and delegates of the Millers National Federation will be held in the Hotel La Salle, Chicago, Ill., on Friday, October 12, 1923; the first session being called to order at 10 a. m. sharp.

## Des Moines, the Grain Trades Mecca.

For the third time the Grain Dealers National Ass'n will hold its annual convention in the Hawkeye capital. The organization's second annual meeting was held in Des Moines June 29th and 30th, 1897, and on October 2nd and 3rd, 1901, the largest gathering of grain dealers ever held in this country assembled in the great auditorium at Des Moines. Today Des Moines has ample hotel accommodations to comfortably accommodate all the grain dealers who may come. While in 1901 the old Savery and the Kirkwood offered about the only sleeping accommodations desirable.

As in 1901, special trains are being planned to promote the comfort, convenience and pleasure of the grain dealers and their wives, so many parties are being formed to go on the Grain Dealers Special, leaving Chicago over the Rock Island, Sunday, Sept. 30, at 10:00 P. M. and arriving in Des Moines Monday 8:00 A. M.

Des Moines is on the main line of the Great Rock Island, so that dealers desiring to return can obtain accommodations on a first-class train at frequent intervals.

## Rates to Des Moines.

Dealers everywhere are entitled to a round trip ticket for a fare and a half. This concession on the part of the railroads is quite a departure from the old tentative reduction on the certificate plan. In former years if 250 dealers thought to get a certificate from their local station agent on the going trip, they could return at half fare.

The attendance at all of the conventions of the National Ass'n has been so large that the railroads have discarded the old plan for this meeting and instructed station agents to sell round trip tickets for a fare and a half to all dealers who present certificates from Secretary Quinn when buying their ticket.

## Hang Up Your A. W. O. L. Sign.

Lest you forget we beg to remind you that the railroads have made a rate of one and a half for the round trip to the Des Moines convention of the Grain Dealers National Ass'n. Get a certificate from Chas. Quinn, Sec'y of the Ass'n, Toledo, O., and that will entitle you to a round trip ticket at the reduced rate.

One of the best programs presented at any grain dealers convention in many years is scheduled for the third Des Moines meeting. Every grain dealer actively interested in the grain business and in his own welfare, owes it to himself to come early and attend every session. The questions to be discussed merit conscientious consideration by every loyal citizen.

Des Moines is preparing to take care of as large a gathering as in 1901. It is the one big opportunity of the year to get close in touch with the leaders, and we hope that you will be there. As Southworth & Co. suggests, hang out your A. W. O. L. sign and go to Des Moines and get some new ideas.

The secretary of the Des Moines Chamber of Commerce says that the Hawkeye capital now has over fifty good hotels, so everyone will have a comfortable place to sleep and plenty to eat. You will be welcome at every session and you will suffer many regrets through the coming year if you fail to take advantage of this annual gathering of the trade.

## Meeting of Michigan Bean Jobbers.

At the meeting of the Michigan Bean Jobbers Ass'n held at Detroit recently the following officers were elected: Pres., Frank Nowlin, Albion; first vice-pres., Fred Cross, Bad Axe; second vice-pres., Ted Snelling, Bay City; third vice-pres., E. Bueshlin, Unionville; directors, Bruce Stickle, C. S. Benton, both of Lansing; J. Wilson, Marlette; James Crawford, Ithaca; Charles Francis, Standish; Fred E. Lewellyn, Grand Rapids.

The consensus of opinion was that the bean crop would be about 6,500,000 bus., which is 2,000,000 more than last year.

The matter of entering into an extensive advertising campaign was carefully considered, and will be carried out if a sufficient number of the dealers will join in meeting the expense.





## Seeds

OCALA, FLA.—The Marion Seed Co. has succeeded The Bowden Seed Co.

SAN DIEGO, CAL.—Walter Birch, Jr., sec'y of the Harris Seed Co., was married recently to Miss Anne Tucker.

SPRINGFIELD, ORE.—A shipment of five tons of rye grass seed was received here Sept. 6th by the Springfield Mill & Grain Co.

LOS ANGELES, CAL.—W. D. Fraser has severed his connection with the Aggeler & Musser Seed Co., for which company he was sales manager.

ALBERT LEA, MINN.—The retail branch of the Wedge Seed Co. has been purchased by Louis H. Ehrhardt Ehrhardt, the company continuing the wholesale business.

MILWAUKEE, WIS.—Four generations of the Reel family on Sept. 12 celebrated the 82nd anniversary of the birth of Adolph Reel, the father of Earnest Reel, head of the Wisconsin Seed Co.

CHICAGO, ILL.—A. Molenhouse, who recently sold his interest in the M. & M. Seed Co., will engage in the seed business on his own account, handling garden seeds as well as onion sets, wholesale and retail.

SAN FRANCISCO, CAL.—C. C. Morse & Co., who are large growers of seeds, have opened their new retail seed store, which is one of the finest and most up-to-date in the country. L. C. Holmes continues as manager.

A COM'ITE on seed testing and plant diseases has been appointed by the pres. of the American Seed Trade Ass'n, consisting of C. C. Massie, chairman, Hugo Teweles, John Hunt, Wm. G. Scarlett, E. T. Robinson, H. M. Kilgore and Geo. S. Green.

OLYMPIA, WASH.—Judge Wilson of the Thurston County Superior Court has denied the Oregon-Washington Railway & Navigation Co. a stay of the decree of court enjoining it in the alfalfa weevil case, pending appeal by the defendant to the Supreme Court.

WASHINGTON, D. C., Sept. 15.—The production of grain sorghum is forecasted by the government as 42,434,000 bus. in Texas, 22,509,000 in Kansas and 19,721 bus. in Oklahoma, compared with 39,400,000 bus. in Texas, 20,260,000 bus. in Kansas and 19,575,000 bus. in Oklahoma last year; and for all the states as 101,333,000 bus. this year, against 90,381,000 bus. last year.

PORT HURON, MICH.—It has been 13 years since Michigan has had a 6 million bu. crop of beans. Never has Michigan produced a 7 million bushel crop of beans. Last year the production was 4,809,000 bushels and the pickage or waste was heavy. This year promises a total crop of around seven million bushels, possibly more, and the pickage thus far is very small.—Port Huron Storage & Bean Co.

TOLEDO, O.—Big trade in timothy seed nearly every day last week. Even the old prime was wanted, selling up to \$3.65 Friday. Big trade, however, was in the futures December and March. Timothy has merit and will travel on its own account. Lightest carry-over in years and the U. S. government saying two-

thirds of a crop this year. Pretty good combination, don't you think?—J. F. Zahn & Co.

SHERMAN, TEX.—The Sherman Grain & Seed Co. was purchased by J. H. and J. F. Plangman and will be operated under the old name, handling seed, grain, poultry supplies and remedies. We are now erecting large warehouse on the H. & T. C. to handle grain and seed in car lots. J. F. Plangman, who was manager of the firm for two years for the Pittman & Harrison Co., will manage the business.—Sherman Grain & Seed Co.

TOLEDO, O.—Alsike ruled firm with trade light. Government report on alsike states that the crop was not affected to the same extent by winter killing, drought, etc., as was red clover, although the same influences were responsible for cutting down the acreage and decreasing the yield per acre. The 30% decrease in production is accounted for by reduction in the acreage. Considerable alsike will be available in Canada for export.—Southworth & Co.

DECORAH, IA.—The trustee in bankruptcy has accepted the offer of E. J. Parman for the assets of the Adams Seed Co., and Mr. Parman, with Louis Peterson of Decorah, A. J. Wirkler of Monona, F. L. Durey of Manchester, and W. B. Johnson of Charles City, will perfect a new organization. The stock and equipment of the company has been carefully preserved during the period of liquidation, and the plant is ready to resume operations.—J.

JEFFERSON CITY, MO.—Grain sorghums are not so good as promised earlier. Timothy seed averages 3.8 bus. per acre, or 35,000 bus. upon the 92,000 acres threshed, compared to 3.4 on 99,000 acres last year. Clover was badly killed in the spring, and the acreage cut for seed will be only 75% of last year. Much clover intended for seed was too rank and weedy, and was cut for hay. The indicated yield on 16,000 acres is 24,000 bus., compared to 36,000 last year.—Federal-State Crop Reporting Service.

ST. ANTHONY, IDAHO.—Three of the nine big seed plants began their season's work here Sept. 5 and will run until May, 1924. The first to open were the Everette B. Clark Seed Co., Gallatin Valley Seed Co. and the John H. Allen Seed Co. These have made additions to their picking rooms and started with a force of 350 men, women and girls. The acreage devoted to seed peas is the largest in history, 47,000, and the crop is valued at \$1,250,000, making St. Anthony the largest seed pea center in the world.

TOLEDO, O.—Clover seed bulls are happy. They should be. Market advanced nearly \$1.50 a bushel this week. Reports from the country as published each day in our letter indicate nearly a crop calamity in Ohio, Indiana, Illinois and Michigan. Domestic supplies red clover will be very short. Carry-over from last crop in small interior dealers' hands is very light. Terminal markets held fair stocks, but cash demand has improved and this old clover has been shipped out rather freely. Present advance has been rapid and outside of profit-taking sales, offerings have been moderate. Foreign seed is finding a ready sale and some seed has been bought to come here. A tree never grows to the sky. Markets have reactions regardless of how bearish or bullish the situation may be. Our supplies appear very short. The demand is the thing to guess. Large seed dealers will go slow at present prices.—C. A. King & Co.

MINNEAPOLIS, MINN.—The movement of our flaxseed crop was most unusually early this year. The two U. S. primary markets received during August two and a half times as many cars as in August 1922. This condition caused much gossip as to possible values as the movement increased, and no doubt short selling and postponement of oil purchasing. During the first twenty days of September car receipts were three times what they were the first twenty days of September 1922 and the

price advanced 12 to 15 cents per bushel over the low August figure. In the meantime oil was selling in the East for less than cost to make it from Argentine seed, causing light arrivals of Argentine seed, that market advancing on reports of short interests. It is safe to say that stocks of seed and oil are very light in the hands of crushers and the urgent shipping orders indicate consumers are finding a good demand for their products. No doubt the free movement of our crop will continue, but unless we can get cheaper Argentine seed, if all our mills call on this domestic crop, it will be in urgent demand.—Archer-Daniels-Midland Co.

THE Santa Fe Railroad will deposit \$200,000 in twenty banks of southwestern Kansas to finance farmers in buying wheat seed. The banks will give the railroad company certificates of deposit which draws 4 per cent interest and will agree to loan money to farmers at 3 per cent.

## To Work for Seed Improvement.

At the conference called by the International Crop Improvement Ass'n at the Congress Hotel, Chicago, Sept. 13, representatives of the American Seed Trade Ass'n, Wholesale Grass Seed Dealers Ass'n, Official Seed Analysts of America, Ass'n of Commercial Seed Analysts and National Canners Ass'n as well as state and federal agricultural officials, adopted the following resolution:

RESOLVED, That this conference endorse the plan for increased activity on the part of the U. S. Department of Agriculture on research and investigation looking to improvement of vegetable and field seeds as outlined in the following statement from Acting Sec'y of Agriculture C. W. Pugsley:

August 15, 1923.

With reference to the Department's attitude on seed legislation and with special reference to the Capper Bill, criticism that resulted because of the difficulty of realizing that the Capper Bill was permissive and not a highly centralized endorsed plan for regulatory control of seed handling has suggested the advisability of allowing the Capper Bill to lapse, suggesting instead, first, a revision of the Seed Importation Act to provide certain authority for administrative consideration of sampling and controlling imported seed and of coloring such seed as are of doubtful agricultural value; and, second, to urge upon the Director of the Budget and Congress increased appropriations for the more general sampling and testing of seed in commerce, to investigate quality and varietal purity and to increase our co-operative work with the state experiment stations, crop improvement associations and individuals in the development and maintenance of high quality seed.

RESOLVED, That the good offices of the members of this conference be tendered the Sec'y of Agriculture in supporting the budget recommendations suggested in the foregoing statement.

RESOLVED, That members of this conference recommend to the organizations that they severally represent that similar approval of this procedure be expressed promptly and forwarded to the Secretary of Agriculture.

RESOLVED, That this conference recognizes the primary responsibility of the several states to their citizens in the regulation of intrastate commerce in seeds and to the end that such commerce may be controlled effectively and with justice to all; that the so-called uniform State Seed Law as framed by the Official Seed Analysts of North America, the Wholesale Grass Seed Dealers Ass'n and the American Seed Trade Ass'n, be urged for enactment in states in which it has not yet been adopted.

RESOLVED, That copies of these resolutions be sent to the Sec'y of the U. S. Department of Agriculture; the Sec'y of The American Land Grant College Ass'n and the Sec'y of The Ass'n of State Commissioners of Agriculture.

## Imports of Seeds.

Imports of seeds for July, compared with July, 1922, and for the seven months ending July, are reported by the Bureau of Foreign and Domestic Commerce as follows:

	July		7 mos. ending July	
	1923	1922	1923	1922
Beans, lbs.....	4,171,517	14,272,080	109,125,903	10,021,320
Peas, lbs.....	244,556	1,914,420	12,067,058	10,077,940
Clover, lbs.....	90,025	427,877	6,250,653	2,327,721
Other gr. seeds, lbs.....	185,840	1,949,492	6,456,774	11,353,846
Sugar beet seeds, lbs....	229,427	500,000	13,947,089	2,819,798

## Exports of Seeds.

Exports of seeds for July, compared with July, 1922, and for the seven months ending July, are reported by the Bureau of Foreign and Domestic Commerce as follows:

	July		7 mos. ending July	
	1923	1922	1923	1922
Beans, lbs.....	687,068	514,549	3,064,844	4,625,463
Peas, lbs.....	278,841	222,549	1,711,798	1,105,889
Clover seed, lbs....	39,303	26,432	1,373,270	1,523,039
Alfalfa, lbs.....	12,313	43,916	164,813	821,848
Timothy, lbs.....	259,255	76,364	12,750,286	10,556,282
Other grass seed, lbs. ....	28,433	87,151	1,701,936	1,868,912



# Agriculture Crucified by the Grain Futures Act

From an Address by Jno. R. Mauff, of the Chicago Paper Exchange, before the Indiana Millers Ass'n.

As a forerunner of what is to follow and to avoid any misunderstanding, let it be known that the writer has no personal animosity to register against any of those responsible for the legislation during the last session of Congress known as the Grain Futures Act. This Act robbed speculation of its virility greatly to the detriment of the market itself, the producers and the necessary accomplishments of a correct price determination. The Act itself, it was stated, was conceived to correct abuses on the grain exchanges, and the farmers were told that the legislation and supervision by the Department of Agriculture would improve values.

The supervision has been in force for several months. No wrongdoer has been apprehended and the price of wheat is at a further big decline. The Committee on Economic Research of the Harvard University by publication rather inclined to the view that the Act was injurious in its effect to producers and agriculture in general, largely because speculation had been restricted and hampered and the market had continued to decline after the advent of the supervision by the Department of Agriculture.

**Corn Values**—The Committee has been asked by the Department of Agriculture to explain why, in that event, corn values have not also declined. The answer is simple. The Act took effect toward the end of the corn crop year. Only a small percentage of the crop leaves the farm, as corn. Our farmers are the corn growers for the world, no huge surpluses competing with surpluses of other countries. The acid test of the effect, nevertheless, of this Act on corn values will not occur until the movement of the new crop and the demand for unrestricted hedging facilities asserts itself. Therefore, to claim that the Act is beneficial and has real merit because corn prices have not declined during the marketing of the remnant of the old crop, that was largely consumed by an unprecedented crop of hogs, is begging the question.

With wheat the situation is entirely the other way. Surpluses are produced in India, Australia, Argentina and especially Canada. Every day wheat is harvested somewhere in the world. To hold surplus wheat whether on or off the farm, does not get rid of the wheat, but it does benefit other producers in other surplus countries where all of the wheat raised cannot be consumed at home and surpluses must be sold. Furthermore, each week it is withheld from the market brings our producers that much nearer another harvest at home. The winter wheat is harvested and before the spring wheat is fairly moving in volume, the seed for another crop of winter wheat is in the embryo state of propagation.

The most direct competition that our wheat raisers have to face is Canada, where they have the Winnipeg Grain Exchange, unlimited and unrestricted in the freedom of operation of its members. Contrast this with what was the greatest grain exchange in the world, the Board of Trade of the City of Chicago, with its large membership, restricted speculation, loss of business and therefore serious lack of opportunities for carrying the big hedging load, and you will find one of the biggest handicaps for our American wheat growers to overcome.

If we must have such legislation, which from an economic viewpoint we deplore, it should at least be restricted to those crops that do not carry the heavy burden of a world's surplus. That the grain exchanges are not an evil, but, contrariwise, a necessity and a blessing to industry, let it be known that some of the largest factors in the paper trade have recently inaugu-

rated the Paper Industries Exchange, with trading rooms in Chicago, and a similar Exchange is to be opened in New York.

Quoting from an article in the trade paper known as "Boxboard," the following is pertinent:

"We therefore set to work to organize on a basis which would cover both of these points and have incorporated under the Laws of the State of Illinois a Board of Trade, to be known as the Paper Industries Exchange, which is open alike to both buyer and seller, providing they are dealers in any of the paper related industries.

"This plan is new only as it relates to fabricated articles. It is patterned after the Chicago Board of Trade and the New York Stock Exchange, and I believe will prove to be the forerunner of any similar exchanges for trading in other lines of industry."

Paradoxical, is it not, that the business world should be turning to this exchange system of trading and price determination and stabilization even to the extent of fabricated articles, if their model, the Chicago Board of Trade, is not everything it should be, morally and otherwise.

**Tissue paper** is on a prewar basis. This is more deplorable than the wheat situation, for that particular industry, because even wheat is at a prewar premium. The reason is the same in both cases, overproduction. However, be it noted, the farmers may organize and curtail production with no violation of the restraint of trade law, but the tissue paper people may not invoke even that source of protection, because they are not in a favored class and exempt from that law.

The chief Calumniator of the greatest grain exchange in the world, has characterized time and again, and at the recent wheat conference in particular, the Exchange and its members as evil doers and iniquitous. I here publicly venture the statement that he has never visited nor investigated a grain exchange in person and certainly has no knowledge of what transpires thereon in a business way except by hearsay and you gentlemen realize that such conjectural evidence would have no standing in any court of law in any civilized country in the world.

He calls speculation by that evil word gambling. Now what is gambling, as distinguished from speculation? Quite recently the Home Insurance Company paid \$10,000 to a coterie of men who were unable, because of clouds, to photograph the eclipse. They went to considerable expense to accomplish what was both a useful and scientific purpose and of necessity had to be insured against failure. This was not gambling, but if the two men should bet a sum of money that the sun would be invisible at a given time, with nothing useful at stake, that would constitute gambling.

Any order sent to a grain exchange for execution goes into a melting pot of orders to buy and sell, based on the judgment of various minds, general and wide-spread, and from this arises that perfect creation, that I call price determination, and that certainly is not gambling. If two men bet on a price fluctuation in grain within a certain time, that is gambling. This holier than thou calumniator has probably never speculated nor gambled, nor even taken what would be considered a chance on any proposition. How would we classify revenue received, as publisher of a farm paper, from advertisements that recommend over an autographed signature, quack nostrums the nature of which could not be disclosed in polite and decent print. An advertisement that goes as far as to emphasize the fact, that the book would be mailed without cost and in a plain envelope, what does that intimate to the human

female mind? He may have been sincere in his protestations of grief when he publicly proclaimed that farmers were on the brink of disaster, but now for certain business reasons he has evidently reversed himself, confidentially with his organization for revenue only. We quote from a recent letter to his salesmen:

"I want to suggest, yet once again, that a salesman for our house keep close to the favorable news which is developing with advancing security markets which will soon become evident. Better hog prices, the largest corn crop in years, an abundance of grass in the pastures, huge hay crops, satisfactory dairy and poultry prices, abnormally big sales by the mail order houses, and an improved psychological attitude on the part of the people generally with respect to buying, we have some real sales arguments."

From a recent editorial on this disclosure we also quote in part: "Does anyone presume that this citizen as a senator would admit in an interview or on the floor of the United States Senate the optimistic truth he preaches to his salesmen? His machinery of articulation is not accustomed to such dry cloying truth."

**Are the business men** of this country serfs or freemen? How long can our grain merchants and farmers compete with Canada, with their grain exchange in Winnipeg functioning one hundred per cent with a free, open and competitive market controlled by only one thing, the law of supply and demand? Has not the Supreme Court of the United States and all investigating bodies always warned against meddling interference with that wonderful machine, long tried, and never wanting in economy and efficiency, the grain exchange system of trading.

How much of our commercial life is shell-shocked by too much legislation, too much supervision, too much government in business? It is said that what this country needs is not more liberty but less people who take liberties with our liberty. More tractors and less dealers.

Sir Herbert T. Robson, K. B. E., who was the food administrator for the Allies during the war and when the slogan was "Food Will Win the War," has addressed a recent letter to the writer that is worth quoting



John R. Mauff, Chicago, Ill.



part: "I am most emphatically of the opinion that the hedging methods employed in North America by the use of the Chicago and Winnipeg markets is the most efficient and economical method employed anywhere in the world. I emphasize a point that outside of America and Canada the whole grain trade of the world is on a speculative basis."

It is not difficult to see why he eulogizes our North American method. It is absolutely and entirely because of the grain exchanges in Chicago and Winnipeg and the latter exchange is in its ascendancy because it is not controlled by any artificial means. That is why this system of exchange trading and stabilization is being adopted by other industries, where there is a surplus to contend with. That is why the paper industries exchange has been created, where merchants may buy and sell in a free and open market at prices established by the law of supply and demand.

The Exchange system is not to put the price down, not to put the price up, but to stabilize the industry and create a price determination and eliminate speculation and the other uncertainties that ultimately must be a tax upon the producers or consumers or both. It is an immense system of underwriting of a necessary form of insurance and the speculators are the Lloyds of the grain trade. Restrict and limit their field of endeavor, and you detract from the value of their accomplishments to the purpose thereof.

THE GETREIDE Aktiengesellschaft, the leading Austrian grain importer and dealer, is about to combine with three important milling concerns, the Schoeller, Vonwiller, and Schwechat steam mills, says Trade Commissioner Upson, Vienna. A joint sales organization is planned and production is to be concentrated in the Schwechat and the Vonwiller mills. It is expected that a considerable economy of working expenses can be thus effected.

## Benjamin Ostrander Falls to Death.

Benjamin J. Ostrander fell from one of the fire escapes on the building of the Winnipeg Grain Exchange on the afternoon of Sept. 19, six floors to the ground, and was killed. After a hard session in the pit he is believed to have gone out on the fire escape for fresh air, and to have been seized with an epileptic fit.

He had been in the grain business for 25 years, as B. J. Ostrander & Co., and the Ostrander Grain Co. His portrait is given herewith.



Benjamin J. Ostrander, Winnipeg, Man., Deceased.

## Tentative Grades for Barley.

In formulating grades for barley that will be of any service to the producer, dealer or consumer, the United States Department of Agriculture is confronted with unusual difficulties.

Many buyers of barley base their valuation on factors that the government could not incorporate into the rules that must be intelligible to practical handlers who are not chemists. A buyer of feed barley may declare that every one of ten different samples is of the same value, yet a buyer of barley for malting will pay 25 cents per bushel more for one sample than another. Accordingly the trade is divided in its opinion as to the advisability of the establishment of grades for barley by the federal government. The Department has done considerable work on the barley grades and some of the leading dealers in barley have been requested by the Department to make suggestions based on the tentative grades given herewith, which have been prepared for study and trial only.

Sec. 1. Barley—Barley shall be any grain which consists of 50 per cent or more of barley, and when free from dockage contains not more than 10 per cent of cereal grains of a kind or kinds other than barley. The term barley in these standards shall not include hull-less barley.

Sec. 2. Each determination of dockage, moisture, temperature, odor, and live weevils or other insects injurious to stored grain shall be upon the basis of the grain including dockage. All other determinations shall be upon the basis of the grain when free from dockage.

Sec. 3. Percentages, except in the case of moisture, shall be percentages ascertained by weight.

Sec. 4. Percentage of moisture in barley shall be that ascertained by the moisture tester and the method of use thereof described in Circular 72, and supplement thereto, issued by the United States Department of Agriculture, Bureau of Plant Industry, or ascertained by any device and method giving equivalent results.

Sec. 5. The test weight per bushel shall be the test weight per Winchester bushel, as determined by the testing apparatus and the method of use thereof as described in Bulletin No. 1065, dated May 18, 1922, issued by the United States Department of Agriculture, or as determined by any device and method giving equivalent results.

Sec. 6. Dockage includes sand, dirt, weed seed, weed stems, chaff, straw, grain other than barley, and any other foreign material, which can be removed readily from the barley by the use of appropriate sieves, cleaning devices, or other practical means suited to separate the foreign material present; also undeveloped, shriveled, and small pieces of barley kernels removed in properly separating the foreign material, and which cannot be recovered by properly rescreening or recleaning.

The quantity of dockage shall be calculated in terms of percentage based on the total weight of the grain including the dockage. The percentage of dockage so calculated when equal to 1 per cent or more, shall be stated in terms of whole per cent, and when less than 1 per cent shall not be stated. A fraction of a per cent shall be disregarded. The percentage of dockage, so determined and stated, shall be added to the grade designation.

Sec. 7. Foreign material other than dockage shall include all matter other than barley which is not separated from the barley in the proper determination of dockage, except as provided in the case of smutty barley.

Sec. 8. Other grains shall include wheat, corn, rye, oats, hull-less barley, emmer, spelt, einkorn, grain sorghums, rice, cultivated buckwheat, and flaxseed only.

Sec. 9. Damaged kernels shall be all grains and pieces of grains of barley which are "heat-damaged," sprouted, frosted, badly ground damaged, moldy, or otherwise distinctly damaged.

Sec. 10. Heat damaged kernels shall be grains and pieces of grains of barley, other grains or wild oats, which have been distinctly discolored or damaged by external heat or as a result of heating caused by fermentation.

### Classes and Subclasses of Barley.

Sec. 11. Classes and subclasses—Barley shall be divided into two classes and subclasses as follows:

#### Class I.—Barley.

This class shall include the white (glumes) 6-rowed barley possessing the characteristics of the types of 6-rowed barley grown east of the Rocky Mountains and may include not more than 10 per cent of other barley or barleys. This class shall be divided into two subclasses as follows:

#### Bright Barley.

This subclass shall include barley of the class Barley which has a good color (bright).

#### Barley.

This subclass include barley of the class barley which is stained, weathered, or discolored in any manner.

#### Western Barley.

This class include the white (glumes) 6-rowed barley possessing the characteristics of the types of white 6-rowed barley grown west of the great plains' area of the United States, generally designated as Bay Brewing barley, and may not include more than 10 per cent of other barley or barleys. This class shall be divided into two subclasses as follows:

#### Bright Western Barley.

This subclass shall include barley of the class Western Barley which has a good color (bright).

#### Western Barley.

This subclass shall include barley of the class Western Barley which is stained, weathered, or discolored in any manner.

#### Class III.—Two-Rowed Barley.

This class shall include the white (glumes) 2-rowed barley, including the Chevalier, Hanna, and White Smyrna varieties, and may include not more than 10 per cent of other barley or barleys. This class shall be divided into two subclasses as follows:

#### Bright Two-Rowed Barley.

This subclass shall include barley of the class Two-rowed Barley which has a good color (bright).

#### Two-Rowed Barley.

This subclass shall include barley of the class Two-Rowed Barley which is stained, weathered, or discolored in any manner.

#### Class IV.—Black Barley.

This class shall include all varieties of black barley, and may include not more than 10 per cent of other barley or barleys. For the purpose of this classification black barley shall include gray barley.

Sec. 12. Mixed barley shall be any mixture of barley not provided for in classes from I to IV, inclusive. Mixed barley shall be graded according to each grade requirements common to the class of the barley which predominates over each other class in the mixture, except that all of the grade requirements in any class as to the maximum percentages of other barleys shall be disregarded. The grade designation of mixed barley shall include, successively, in the order named, the number of the grade or the words "Sample Grade," as the case may be, the word "Mixed," and, in the order of its predominance, the name and approximate percentage of each class of barley which constitutes 10 per cent or more of the mixture; but if only one class exceeds 10 per cent of the mixture, the name and approximate percentage of that class shall be added to the grade designation, followed by the name and approximate percentage of at least one other class.

Sec. 13. Grades—All barley shall be graded and designated as No. 1, No. 2, No. 3, No. 4, No. 5, or Sample Grade, Bright barley, Barley, Bright Western barley, Western barley, Bright Two-rowed barley, Two-rowed barley, Black barley, or Mixed barley, as the case may be, according to respective requirements thereof as specified in these standards, except that in the case of Mixed barley the requirements as to the maximum percentages of other classes shall be disregarded.

Sec. 14. Treated barley shall be barley which in whole or in part has been treated by the use of sulphurous acid or other bleaching chemicals, or which has been clipped, scoured, limed, washed, or treated in any similar manner.

Treated barley shall be graded and designated according to the standards applicable to such barley if it were not treated, and there shall be added to, and made a part of such grade designation, the words, Bleached, Clipped, Scoured, Limed, Washed, or other designation indicating the kind of treatment.

Sec. 15. Weevily barley shall be all barley which is infested with live weevils or other insects injurious to stored barley.

Weevily barley shall be graded and designated according to the grade requirements of the standard applicable to such barley if it were not weevily, and there shall be added to and made a part of the grade designation, the word "weevily."

Sec. 16. Smutty barley shall be all barley which has an unmistakable odor of smut, or which has the kernels covered with smut spores, or which contains smut masses in excess of a quantity equal to 0.3 per cent.

Smutty barley shall be graded and designated according to the grade requirements of the standards applicable to such barley if it were not smutty, except that (1) smut masses shall not be considered as foreign material other than dockage, and (2) when the amount of smut present is so great that one or more of the grade requirements of the grades from No. 1 to No. 5, inclusive, cannot be applied accurately, the barley shall be classified as Sample Grade. For all grades there shall be added to, and made a part of the grade designation preceding the statement of dockage, if any, the word, "Smutty."



## Consolidation of Railroads Against Interests of Shippers.

BY J. A. KUHN, TRAFFIC MANAGER, OMAHA GRAIN EXCHANGE.

Under an Act of Congress the Interstate Commerce Commission was instructed to prepare a comprehensive plan covering consolidation of the railways of the United States into a few great systems. The tentative plan of the Commission is to consolidate the railways of the country into nineteen great systems, and hearings on this plan have already been held in all parts of the United States. The Commission will, no doubt, make its report to the next session of Congress. The Missouri river cities are more vitally interested in and affected by this proposed consolidation than are any others in the country, and some months ago they perfected a permanent organization to oppose consolidation.

Do the people really want the railroads consolidated into a few systems? My own opinion is the people have not given this question any serious consideration. There has been very little discussion of this matter except by the proponents of the plan. I believe that if this proposed plan of consolidation is carried out, a long stride towards government ownership will have been taken. After the railroads are consolidated there can be no return to the old order of things, and for this reason—if for no other—we ought to hesitate a long time before we try this experiment.

Senator Cummins, one of the co-authors of the Transportation Act, and a strong advocate of consolidation, seems to be skeptical about the ultimate success of his plan. He is reported to have said that if consolidation is not a success, the next step will be government ownership. The words of our late-lamented President stand out as his last expression in respect to the dangers of the railroads drifting into government ownership, which he characterized as "the one great commitment which I hope the United States will forever escape."

The proposed 19 systems will have an average mileage of about fourteen thousand miles. The president of a railroad corporation is its responsible head. No one who gives the subject any serious thought will deny that it is physically impossible for the president of such a large mileage to give his personal attention to its operation. The result would be absentee management on a very large part of our railroad mileage. Each railroad system ought to be small enough so that its president could frequently visit with its patrons and learn first hand of their needs. This would give them an opportunity to get better acquainted and to understand and appreciate each other's problems. My own view is that some of the present systems are too large for efficient and economical operation, and that it would be better, if it were possible to do so, to take some of the mileage away rather than add more to them.

The advocates of consolidation hold out the bait that after the railroads have been put into a few systems they will be able to give better service at lower cost, thus enabling them to reduce freight rates and passenger fares. They seem to think that consolidation will bring about greater common use of facilities and that a great saving will, in this way, be effected. This was tried out during federal control with doubtful results. They say that a great many railroad officers will be dispensed with, making a large saving in pay-roll expenses. Perhaps a small saving could be effected in this way, but this saving would be more than offset by the loss that would follow less supervision. We had a very striking example of this theory during federal control.

The law imposes an obligation upon the Interstate Commerce Commission in preparing its plan of consolidation to preserve competition. Theoretically this can be done, but actually it cannot. Let us take for example the case of a very small road with several trunk line connections. Each of these trunk lines is now competing for the business of this small road.

The result is that the shippers on this small road receive first-class service in the matter of both car supply and prompt service. Under the proposed plan of consolidation, this small road is allocated to one of the big systems. Therefore, the shippers are compelled to route their freight via the system lines, so that the system company will enjoy all of the earnings. The small road's other trunk line connections will not be permitted to compete for this traffic, thus competition is destroyed. There are hundreds of small lines where competition will be destroyed if this proposed plan of consolidation is forced upon the railroads. The several hundred small railroads, each with a separate management co-operating with the people along its line in an endeavor to develop the territory that it serves, both agriculturally and industrially, will become branches of these unwieldy systems.

Consolidation means a great centralization of population, causing a greater movement of the people away from the farms and small towns to the large centers where the congestion is already too great for the comfort and general welfare of the people. I think all will agree that what the country needs above everything else is less centralization—a movement away from the large centers, back to the country and small towns.

Consolidation will cause greater centralization of wealth and power. These 19 systems will comprise a total of about 263,000 miles of railroad. Think of the potential power that will be lodged in the hands of the 19 railroad presidents with jurisdiction over this vast mileage and the almost limitless territory that it serves.

The scheme of grouping our railroads contemplates putting strong and weak roads together. The security holders will be required to give up their securities in exchange for securities of the consolidated systems. In other words, the holders of securities of the strong roads will be required to give up securities that have a definite value for securities of uncertain value for the benefit of the holders of securities of the weak road. I submit that this is a form of socialism that the people will never subscribe to if they fully understand the proposition.

**Increased Taxes:** There is another very strong reason why we ought not to try the experiment of grouping our railroads into a few systems. The railroads now pay more than \$300,000,000 taxes annually. The most of this enormous sum is paid to the states. If this experiment fails, government ownership is inevitable, and then the states will be deprived of this source of revenue, for the states cannot tax the property of the United States. The people are certainly in no position to have their taxes increased.



Jas. A. Richardson, Winnipeg, Man.,  
Pres. Elect Grain Exchange.

## Concrete Mill and Elevator of Kansas Flour Mills at North Kansas City, Mo.

Kansas City's increasing flour production capacity increases the demand for wheat and helps to strengthen its wheat market the year around, hence it is perfectly natural that the grain producers and the grain shippers of the Southwest should take particular satisfaction in the completion of the new up-to-the-minute hard winter wheat mill of the Kansas Flour Mills Co. The new fireproof mill illustrates herewith has a daily flour producing capacity of 3,000 bbls., and the attractive new building is so arranged that machinery for another unit of like capacity can easily be installed.

The new plant of the Kansas Flour Mills Co. is located in North Kansas City, Mo. It consists of an eight story, reinforced concrete mill house, and a 500,000 bu. reinforced concrete grain elevator. This modern daylight mill is equipped with 42 stands rolls, 21 purifiers, 13 Perfection sifters, 3 shorts dusters, 13 upright bran dusters, 13 flour packers, 6 feed packers, and 3 bag sewing machines.

The plant is provided with twelve tracks, three for shipping flour on side of the mill, seven are between the mill and the elevator, and two grain receiving tracks on the distant side of the elevator run through a track shed.

The entire plant is equipped with electric motors so arranged as to operate different departments as desired.

In the mill building are 70 reinforced concrete tempering bins and 28 separate flour bins. The tempering bins are 4x4 and 104 ft. deep, having an aggregate storage capacity of about 100,000 bu. The flour bins extend from the 8th floor to the ceiling of the 3rd floor, giving storage room for 12,000 bbls. of flour. The bins are 76 ft. deep and have their inside walls finished with a glossy cement so as to prevent flour clinging to walls.

One of the unique features of this new daylight mill is the heating system. Two 8 ft. ventilating fans in the basement pull the air from the different floors through vents to the basement. Adjoining the fan room on the interior side is an extensive vaporizing system for cleaning, cooling and humidifying the air. On the other side of the fans the air is heated by being passed over oil burning furnaces. It is expected that through the operation of the equipment the temperature of the mill will be controlled at all times and the expenses of heating will be considerably reduced.

The grain cleaning department of the mill is separated from the mill proper by a reinforced concrete wall. A stair well in the cleaning department extends from the basement to the roof and also contains a continuous belt elevator and a freight elevator. The grain cleaning department is equipped with a complete line of Invincible Grain Cleaning machinery, a magnetic separator, two Carter disc separators, 3 scourers, and 2 milling separators. A 250 h.p. motor drives the cleaning machinery while two 375 motors drive the mill. Synchronous motors with Cutler-Hammer magnetic clutches are directly coupled to the line shaft. Nine smaller motors drive the packers, freight elevators, two employees' elevators, and package conveyor system.

The mill is connected with the elevator by an underground tunnel 113 ft. long, 8 ft. wide and 7 ft. high. A rubber belt conveyor operating in this tunnel carries wheat from the storage elevator to the boots of the mill elevator.

The wheat storage plant, consisting of a working house 42 ft. square by 136 ft. high, two groups of bins and a track shed, is constructed throughout of reinforced concrete. Under each of the two tracks running through track shed is a receiving sink with a capacity of 2,000 bus. These sinks are hoppers so arranged to deliver grain contained to a 36 in. rubber belt conveyor which carries it to the boot of the receiving leg. Track shed is equipped with a 10 car Weller Car Puller which is operated



by a 30 h.p. motor. Double power shovels are driven by direct connected motors.

The working house contains 15 square bins giving an aggregate capacity of 70,000 bus. Storage Annex "A" is 42 ft. wide by 60 ft. long by 95 ft. 6 in. high. It is formed of six cylindrical bins, 32 interspace and 4 pocket bins giving storage room for 155,000 bus., while Annex "B" is formed of 8 cylindrical bins, 3 interspace and 6 pocket bins, giving storage room for 210,000 bus. One of the attractive features of these storage bins is a well lighted

roomy basement, the ceiling being 9 ft. high.

The working house contains a receiving leg and 2 lofters legs of 8,500 bu. capacity and one screenings leg of 2,000 bu. capacity. The receiving leg takes the grain from the 36 in. conveyor belt bringing the grain in from the receiving sinks up to one of two garnerers immediately above the 2,000 bu. scale hopper from which grain is quickly dispatched to any bin in the house.

On the 1st floor are a number of No. 10 Invincible Separators which are kept busy clean-

ing wheat before it goes to the storage bins. Above and below the storage bins are 30 in. rubber belt conveyors with Weller Trippers which carry grain to and from the bins. The 2,000 bushel screenings leg carries the screenings from the cleaners on the 1st floor to the screenings bins.

All conveying machinery was furnished by the Weller Mfg. Co. The elevator contains 17 A-C. motors with an aggregate capacity for supplying 300 h.p.

No doubt the plant is the last word as a modern up-to-the-minute flour factory, and the elevator is designed primarily to meet the needs of an up-to-date flour mill. It is so arranged as to permit the addition of many more tanks which no doubt will be necessary when the mill is running to its full capacity of 6,000 bbls. a day.

This company also operates 167 country elevators in the Southwest and these will send the best of their wheat to the company's mills. While the plant was designed according to the ideas of the milling company's engineers, the Burrell Engineering & Construction Co. did the work and erected the buildings.

## Canadian Grain Movement May Be Retarded.

Operators of vessels on the Great Lakes do not enjoy a monopoly of the traffic as do railroad companies, and their rates are subject to competition between themselves. Therefore they are not properly subject to the control of the Interstate Commerce Commission and can not be required under the Constitution to file tariffs or to adhere to any schedule of rates established by themselves or government.

The Canadian government, however, desiring to prevent grain shippers at the head of the lakes from bidding up the rate when the demand for boats is brisk, had a law enacted requiring vessels loading grain at Canadian ports to file tariffs of their rates, and then to adhere to these rates.

Objections to this law are numerous from the standpoint of the United States vessel owners. They look for their profit when the demand is good and do not wish to be prevented by law from making good their losses in poor seasons. Neither do they desire to be required to make a refund of the charges collected long after the cargo has moved, on a finding by the Canadian Grain Commission that the rate was excessive.

Only two owners of boats in the United States have complied with the new regulations. Each of these controls three vessels, which are totally inadequate. Regularly the United States boats move about three-fourths of the Canadian crop. Trade other than grain between Canadian ports is not sufficient to support a Canadian lake fleet all the year round. Serious congestion must follow at the head of the lakes unless the Canadian government recedes from its attempt to control boats under United States registry and ownership.

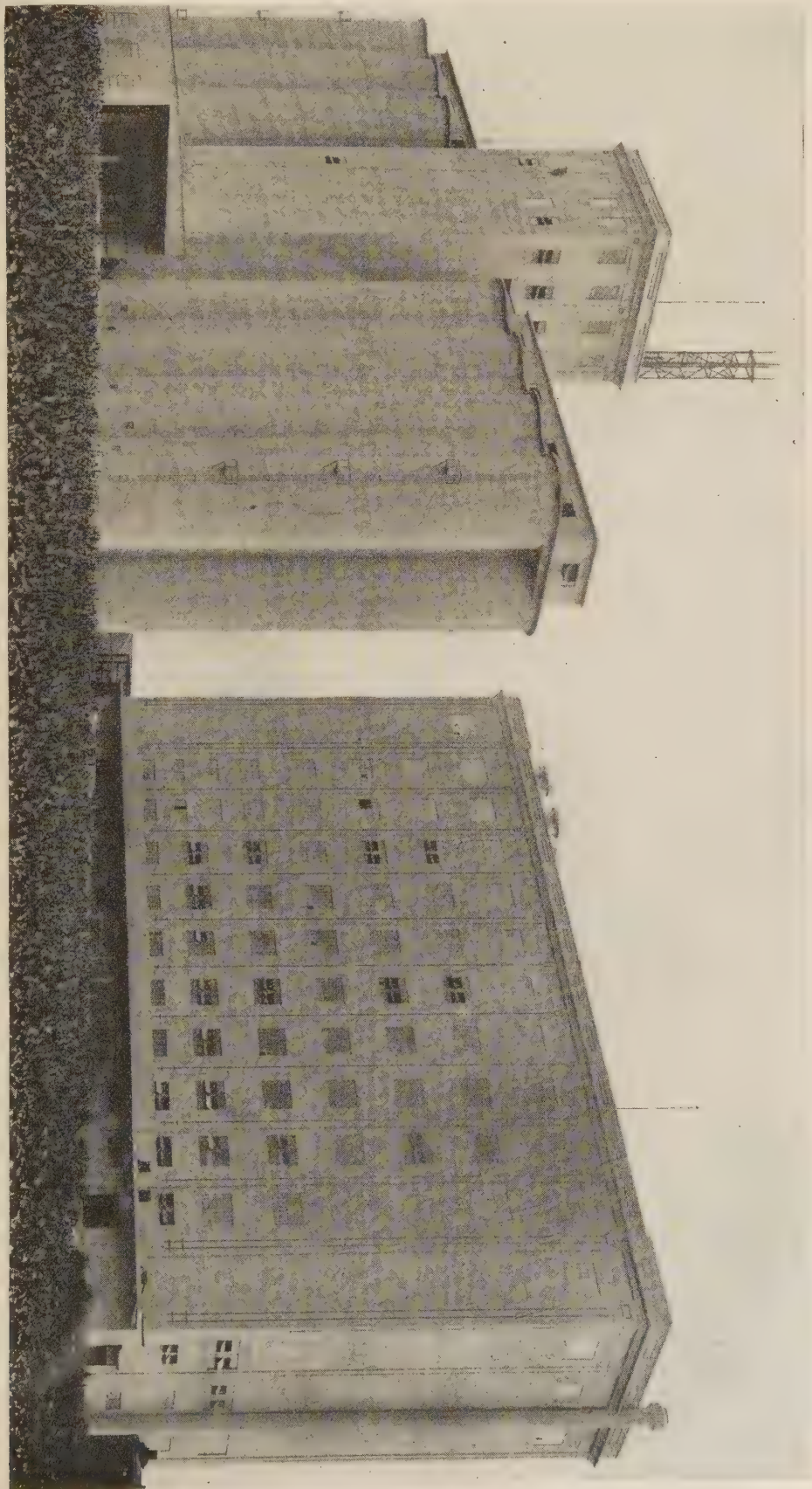
The Canadian government is attempting the same control over rates between Fort William and Buffalo, N. Y., as between Fort William and Montreal, Que. Practically all members of the Lake Carriers Ass'n operating boats with United States registry are determined not to violate the Canadian law, and hence are not taking grain out of Canada.

Lester Boyd, chairman of the Canadian Grain Commission, held a conference Sept. 20 with several vesselowners at Cleveland, O., but is not believed to have accomplished anything.

The first United States boat to load under the new regulations was the steamer E. A. R. Schneider, which on Sept. 14 took on 305,000 bus. of wheat at Ft. William, for Buffalo.

Rates have advanced sharply during September. From Fort William the rate is 5¼c per bushel, against 2¼ cents from Duluth, to Buffalo. The iron ore traffic being practically over for the season, owners of many American boats contemplate laying them up in winter quarters for lack of business.

New Reinforced Concrete Mill and Elevator of the Kansas Flour Mills Co., at North Kansas City, Mo.





# The Service of Organized Industry

BY JULIUS H. BARNES, PRESIDENT CHAMBER OF COMMERCE OF THE UNITED STATES.

By every test which can be made, we find in America not only the most impressive aggregate of possessive wealth, but we find also that the distribution of that wealth and earning power is fairer, and more equitable than the world has ever seen. The evidence of this rests not alone on academic and statistical analyses which require philosophical study; it rests upon the rough-and-ready demonstration of widespread buying power. Manifestly, only buying power distributed in the hands of millions and millions of consumers could maintain factory production of the articles of human use on such an extensive scale as America has developed. Manifestly, no such vast stream of factory production could be marketed in America if wealth and buying power were concentrated in the hands of a fortunate few.

Moreover, the vast increase in the totals of life insurance indicate that life itself, under the conditions created in modern America, has become something greatly to be prized, and that human affections and the impulse of family protection beyond the grave, has surely quickened throughout the homes of our people. It is not an accident, nor is it a passing phase, that the aggregate of life insurance written in these late single months approaches, month by month, the stupendous aggregate of three-quarters of a billion dollars.

Behind the incidental figures of such striking growth, alive as they are with human meaning, lies the story of thousands and thousands of individual households in fortunate America, where the American home and the American family have become something exceedingly precious to protect. That this has run parallel with a time of distinct living recession in Europe, where vast areas have reached almost the level of simple barbarism, is not only an occasion of national gratification, but of itself indicates that we possess something which is well worth the study to preserve. It must indicate as well that, in America, resting on an increasingly wide appreciation of the protection which can be bought by thrift and self-denial, our people possess also the increasing margin of savings which allows such investment in future protection.

While it is true that the development, for instance, of your own national organization has been one of relatively recent growth, that very development is typical also of the American genius for service by organization, and progress through organization. We have had, for centuries, organized morals in the form of organizations of the church. We have had organized community government, in its constantly changing forms. But only with the recent industrial era, which developed as science and invention through mechanical devices greatly enlarged the productive capacity of workers, has come the enrollment into great organizations of sections of our people, with a common understanding and a common purpose.

**Organized business** has been slower in welding itself into a cohesive, and therefore, effective influence, because within the field of business, with its intense competition, run many activities difficult to harmonize into a common purpose.

With the growth of these great organizations has come a sobering sense of responsibility and of realization that the power of organization must not be used solely in a selfish interest, but must take into consideration the broad public interest as well.

Organization has become stronger and with greater influence, because of the finer idealism thus introduced in organization. There has come, for instance, into organized industry a realization of the full measure of service which industry contributes through economies of production that bring the articles of common use

within the reach of more and more of our people. In this rests no sacrifice of proper and healthful earnings on which healthful industry must exist. This conception of public service running parallel with the proper protection of private earnings has led directly to improvement of methods in productive processes that have contributed directly to both these objectives.

There has been elimination of waste not only by the utilization of by-products and former waste material, but elimination of the waste in production which attends unnecessary strikes and lockouts and other interruptions of economical production. There has come through organization the sharing in common knowledge of mechanical processes and inventions which improve products and cheapen production costs.

**Organized industry** is clearly possessing itself not only of a higher conception of efficiency in the conduct of industry, but a higher conception of the ideals properly comprised in public service. If you doubt this idealism, think back conscientiously to the code of business ethics commonly accepted, without general protest, as late as ten and twenty years ago.

**The great force today** that, consciously or unconsciously, animates organized industry and organized business is a new determination to protect and preserve the American philosophy and the American methods on which has been built the extraordinary standard of common prosperity and common possession which has thus challenged the wonder and envy of the world.

Consciously or unconsciously, American industry knows that its peculiar social and political philosophy, stimulating the effort of the individual through assurance of a fair field for effort and of a secure reward for superior service, has become the very precious possession of America, and the mainspring of American accomplishment.

Out of the social experimentation of the past few years, and out of the wrecks which that social experimentation has made in sections of Europe, America now realizes that the founders of this republic possessed, with clear vision, a new concept of human relation, which has written its practical history of vast human service.

**Organized Business Derelict**—The time has come, and here, when organized business and organized industry realizes that it has *not* raised its voice in the past stoutly enough in defense of those peculiarly American ideals in which has been created a great advance in human possessions and human content.

We need in every section the voices of organized business determined to preserve those conditions in which great national progress and manifold individual happiness have been created.

We need a national leadership of organized business that will not permit, unchallenged, the loud spoken claims of those easy social theorists who would now write into the American structure those principles which have wrecked human opportunity wherever tried.

Communism, socialism and their practices, destructive of individual incentive and effort, must be segregated clearly from the distinctive American theory of public regulation, when service properly acquires a measure of public interest. Public regulation of utilities which become invested with public interest because no longer controlled by free and open competition, must not be confused with the injection of the Government itself into ownership and operation of those utilities.

American public regulation, fair and generous and intelligent in its own self-interest, bears no relation, properly defined, to the easy

social theories of socialism with which it is often confused.

Socialism leads naturally to the easy theory of public services, rendered without account cost, and then to the meeting of national deficits thus created by printing national money tokens, without the ability to redeem or the good faith which contemplates ultimate redemption. These again destroy the spirit of enterprise, the individual impulse to thrift and savings. The demonstration of their result is no longer one of academic speculation, but is recorded in many countries of Europe as having degraded and almost destroyed wholesome industrial, community and family life of entire peoples.

In America we will have none of this.

**Apply in your own judgment**, for instance, the effect created not only on your own opportunity for business, but on the individual impulse of thrift and self-denial, by the practical application to life insurance of this policy of currency depreciation. When there is repeated on every hand, evidences of the total defeat of the sacrifice of men who died in the confident belief that they had provided for their loved ones after death, and that the provision made in loving forethought have been rendered worthless by the ill faith of a government whose hands rested the sole power to write the value of money denominations, how can others continue to sacrifice in hope?

**It is a tribute** to the common sense and balanced judgment of our people that through the recent years of fluctuating money currencies which have written fantastic financial history in former associates of ours, America has held its money tokens relatively stable in value, without inflation or deflation. It has thus preserved honestly the product of thrift and self-denial, in the accumulation of investments and of savings and of life insurance and it is the bed-rock for the processes of industry out of which grow the opportunities for human employment and earnings.

We are beginning to realize the great value to every individual and to his home of the social and political philosophy on which our republic was founded.

Every year of national progress confirms the wisdom of the American conception that the prime function of Government is to preserve *fair play for the individual*, and to make him secure in what he attains by his own talents and his own willingness to effort.

**America is not only** the land of material accomplishment, and, through its equitable distribution of possessions, of great human service as well, but America is still the land of manifold opportunity. The enterprising and the ambitious, and the talented, the man of superior ability in invention or of resourcefulness in the service of production and distribution will find the door of opportunity open wider in America today than in the time of his father and of his grandfather.

The world never before in any era offered a single man the opportunity to amass in fifteen years a fortune exceeding one thousand million dollars by leadership in the development of a new industry which produced an article of common aspiration, and did it better than any competitor had been able to do. Human nature never before saw such magic accumulation, without expression of envy and resentment. But it accepts it today as the reward freely bestowed through the natural processes of society for superior service in a field of fair and open competition.

A country which builds its tide of production and distribution successively higher year by year is one whose progress can be stayed but momentarily. There will be recessions in the tide of business activity, but they will be recessions only, and not a change of current and direction.

If the conditions under which this vast national progress has been created can be preserved and continued, we need not greatly distrust the opportunities of the future for our children, or our children's children.



If we can read intelligently and with conviction the lesson of our national progress that progress after all is but the aggregate of individual effort, stimulated by the fairness of its opportunity and the sureness of its reward, then we may face the future without misgiving.

We should not, however, remain silent when theorists in public life propose to displace the sturdy philosophy of individual self-reliance and individual accomplishment, with the easy social theory of the care of the state, without individual responsibility.

Organized business should be vigilant to challenge such encroachments upon the American philosophy of absolute fair play and equal opportunity.

Organized business should be equipped with the information of experience and of history, that it may be confidently possessed of the weapons with which its challenge will be sustained.

The Chamber of Commerce of the United States believes that the prime responsibility resting on industry today is that by its conduct it shall establish public confidence in its ideals and purposes and on the basis of that confidence preserve the field of individual opportunity and private initiative on which has been created the leadership in industrial accomplishment, and in social service.

Premiums at Winnipeg have dropped shortly from their former basis, due to the receipts of wheat at lake ports, which now have assumed large volume and will tax the railroads severely to handle the business this fall. Aversion to grain legislation enacted by the last Congress is still manifest in a marked degree and naturally will have bearing on the action of the market when it is put to the test of absorbing the Northwestern spring wheat and the large Canadian movements, that are bound to occur. Political developments abroad are of too slow a nature to afford much encouragement to holders or intending investors and market rallies have been the result of oversold pit conditions. Extensive damage to wheat in shock is admitted and further verified by the prevalence of high premiums for choice milling qualities, which doubtless will continue indefinitely. Further export business in volume is essential to lift the market to a higher level. —L. W. Forbell & Co.

## Grain Appeals Under Federal Supervision.

During the fiscal year 1923 the grain division under the U. S. Grain Standards Act handled 25,501 appeals, compared with 31,239 the preceding fiscal year, a decrease of 19.5 per cent.

The appeal fees for the year amounted to \$32,471 and the grain samples sold netted \$6,894. During the six and one-half years that the supervision service has been in operation it has turned into the U. S. treasury \$180,447.

In year just ended of appeals handled 21,729 were wheat, 2,489 corn and 1,283 oats. Grades were changed in 45.7 per cent of cases handled, compared with 34.6 in 1922. On wheat the majority of changes were downward while on corn and oats grade changes were oftener raised. Of 10,470 wheat appeals on which grades were changed 2,342 or 22.4 per cent were changed on class or subclass.

No charge was made for the 103 appeals for the War Department handled by the Minneapolis office and the Sioux City office handled 13 for the same department. Under authority of the U. S. warehouse act the Minneapolis office also handled thirty-four appeals for the warehouse division. Seattle and Spokane offices heard 72 appeals under the Washington State Law, which permits appeals on intrastate shipments.

Appeals during the year, 567 total, were referred to the Chicago Board of Review. Under state law six appeals were handled by the Portland, Ore., board. Two disputes were filed during the period, one at Minneapolis and the other at Buffalo. The Buffalo dispute was carried to the Chicago board for grading.

## Creating an Outlet for Soy Beans.

Soy beans are a valuable crop from the standpoint of the farmer who wishes to maintain the fertility of the soil by a crop rotation. The state experiment stations have for many years been loud in their praises of the soy bean, but there has been no satisfactory market for the beans and the adoption of the soy bean as a permanent part of the rotation in the corn belt has been too slow.

The growers of Piatt County in east central Illinois, which is a center of soy bean production, have undertaken on their own account to solve the marketing problem by establishing a plant for the manufacture of feed and oil from the beans, which has just been placed in operation at Monticello, Ill., by the Piatt County Soy Bean Co-operative Co.

The company will buy and store in its elevator 12,500 bus. of beans for the season's grind. A year ago most of the crop of the county was shipped out and sold for seed at \$1.50 to \$3.50 per bushel. This year the growers are willing to sell at \$1 per bushel, giving the new mill a profitable basis on which to operate, the market for the meal and oil being assured. I. N. Biebing, vice pres. of the company and manager of the plant, says:

"There will probably be enough beans produced locally to supply the demand this year. There is a tremendous acreage, and there will undoubtedly be a large number of farmers that will not have storage facilities and will be unable to hold the crop for higher prices for seed. There will be some who will dump their crop on the market, but nearly all of the growers are asking at least \$1 a bushel, and it seems to be the popular price that will be the least paid for the beans. They will feed their crop first."

The beans are bought at the farmers' co-operative elevator and stored in the west half of the elevator, which has been reserved as storage room for the beans. There the beans are weighed and placed in bins, from which they are brought to the mill by means of an underground screw conveyor.

At the mill, which is an extractor and not

the expeller type, they are dumped into crusher rolls, in which they are rolled out into flakes, appearing much like post toasties. The oil is not crushed from the beans in this process. The flakes are then conveyed to a storage bin, and elevated to the cylindrical drum or extractor. A little more than 100 bushels are placed in the extractor at a time. The flakes are then given three washings with benzol, a high grade solvent of the closed carbon group that does not break down readily. The benzol soaks into the flakey beans, and acts as a solvent, taking the oil out of the fibrous portion of the pulp. The benzol and oil pass through a filter heated by coiled steam pipes. The benzol vaporizes at 82 degrees centigrade, is boiled over into a condenser and then taken back to the benzol and supply tanks, to be used over and over again.

The oil that remains is refined, condensed and put in tanks ready for shipment. The meal is taken from the extractor, dried, packed and ready for market. The beans contain from 18 to 23 per cent oil and the extractor has been working so efficiently in the extraction of the oil that less than three per cent of the oil content remains in the beans. In some tests batches less than one per cent was left, and in the record batch .56 of one per cent of oil was left in the meal. This of course makes a high quality meal for feeding purposes for the protein content is higher, and the oil content less. It also renders an oil of high quality that replaces linseed oil in many uses, and will probably be marketed extensively for use in the paint industry.

It was feared that the trouble with the solvent process would be that the benzol or solvent would not distill over completely, and that it would have an oil that smelled and tasted like the solvent. There has been no trouble from this source, and the oil that has been produced has the odor of linseed oil, with no trace of the solvent.

The oil content of beans makes the beans too laxative as a feed before the oil has been extracted, consequently the 45 pounds of meal have a greater feeding value in the ration than the 60 pounds of beans. The fat or oil globules also are arranged around the cells in the beans and makes the raw bean slightly unpalatable and difficult to digest. The meal is being sold to dairymen and cattle feeders at \$50 to \$55 a ton. Two thousand gallons of oil are now stored in the tanks at the mill and will soon be marketed.

## A New Type of Marine Leg.

A new type of marine leg to handle Argentine flax for the linseed oil mill of the Patton-Pitcairn Division of the Pittsburgh Plate Glass Company marks the banks of the Passaic River at Newark, N. J.

This marine leg, of the balanced type, was designed and built by James Stewart & Co., Inc., the machinery was furnished by the Webster Mfg. Co., the rubber belting by the U. & G. Corp., the silent chains by the Link-Belt Co., and the motors by the Fairbanks-Morse Co.

The accompanying cut gives a clear idea of the economical features of the design and its remarkable range on the dip.

The leg has a capacity of 4,000 bus. per hour and is driven by a single ball-bearing motor located in a protected enclosure on the balancing truss. The shovels are mounted on a framework supported off the leg casing and are driven from the head shaft. The unit is electrically operated by push-button control.

The leg is lowered into ship or barge by means of a hand-driven winch and discharges into a triple, telescoping spout, which in turn discharges into a conveyor under the dock and it conveys the grain to the leg in the elevator.

The marine leg was designed to handle large consignments of flax as they arrive in port, and at the same time to represent as small an investment as possible during its inactive period.



Marine Leg of Pittsburgh Plate Glass Co.'s Flaxseed Elevator at Newark, N. J.



**Mechanical Grain Door Remover.**

The need of some better means of removing grain doors became apparent several years ago, when lumber became so expensive that the carriers established a bureau to reclaim doors and to keep account of those used. Axes and crowbars were too destructive.

The latest of the inventions to facilitate the removal of grain doors is that of J. H. Pank, shown in the engraving herewith, which explains itself, so simple is the principle.

The block with the serrated edge is pressed against the door by the long bar included upward from a platform mounted over the grain receiving sink, the platform containing a bevel gear, and handwheel, by which the power of the man operating the machine is immensely increased. The boards forming the door are easily pushed in against the weight of the grain behind by the man operating the ram while his helper lifts the door out of the way. The grain door sections can be removed without being broken.

The machine is designed to be used by unskilled labor. Where the location of the

tracks permits one ram may be used on one track while another ram from the same base is used on the other track. One terminal elevator in which the device was tried has since been equipped completely.

**Are You Doing Your Part?**

As I see the business outlook, for those engaged in the grain business, there is a bright streak beginning to appear on, what has, heretofore, appeared to be a very dark horizon.

Everyone who stopped to think at all, knew that our business life would have to pass through a period of readjustment, for we had enjoyed a period of unheard-of business prosperity, at inflated prices, occasioned by the necessities and demands of the great World War. I dare say, however, that there were very few who realized that the price readjustment in grains and other raw materials, would be so sudden and so severe.

This great and sudden decline was a severe blow to the farmers and grain dealers, alike. Because of the heavy and radical declines, it was simply impossible for a grain dealer who

was handling grain in any quantity, to dispose of his purchases fast enough to escape loss.

Practically all farmers and grain dealers have complained bitterly, because of the conditions which occasioned them very severe losses.

However, as I look backward, and then attempt to fathom what the future holds in store for us, I am inclined to think that the severe, sudden readjustment of prices of all grains, to a pre-war basis, has been a great "blessing in disguise," as are, really, many of the occurrences of a life time, which we are prone to bewail at the time.

If it should be my misfortune ever to have to undergo a severe physical operation, I would greatly prefer having it performed at once rather than by degrees.

That is just what happened to the prices of grain.

The operation is over.

Brighter days are ahead.

We all know how impossible it is to do a successful business on a continual declining market. Let us think how much worse this inevitable readjustment of prices would have been, had it been gradual, continuing over a period of one, two or three years.

Let us always remember the old adage, trite though it may be, that "Every cloud has a silver lining."

If we want to see the greatest business prosperity our country has ever enjoyed, let each of us do our full part to usher in such an era.

To do this, we must not spend our time in bemoaning conditions, nor in agitation, *but rather in working, in producing, in economizing, in sacrificing, if necessary.*

Let us face the future, resolutely, with courage and a strong heart. Figuratively speaking, let us bare our brawny arms, do our full part, trust in God, set our faces to the sun, and go forward.—Joe E. Lawther of Lawther Grain Co., in the *Business Philosopher*.

## Grain Movement

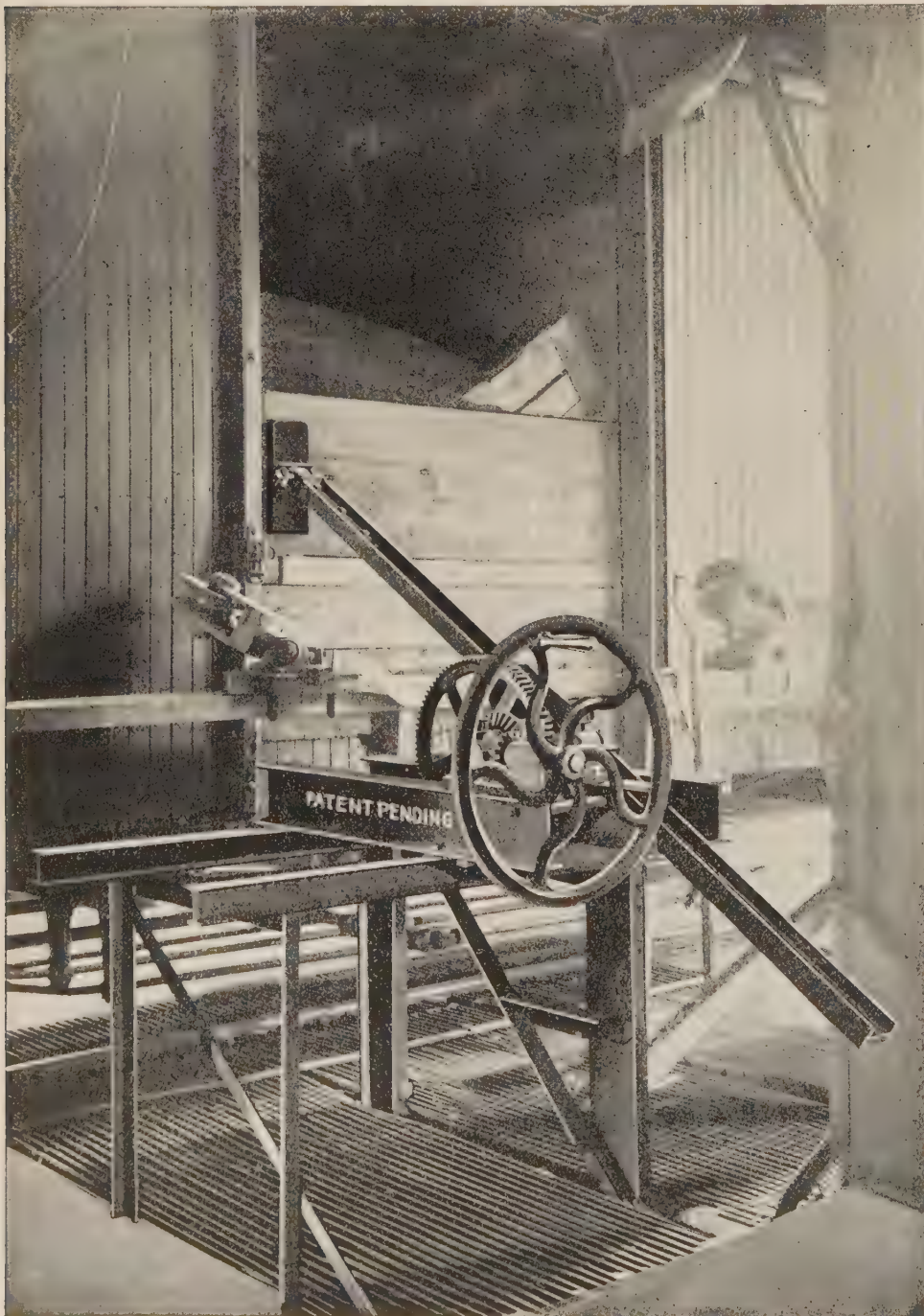
Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Buffalo, N. Y.—August receipts at Buffalo consisted of 1,206 cars wheat, 460 cars corn, 809 cars oats, 4 cars rye and 78 cars barley, against 272 cars wheat, 436 cars corn, 520 cars oats, 5 cars rye and 45 cars barley during August, 1922.

Los Angeles, Cal.—The August receipts of grain included 347 cars wheat, 191 cars barley, 144 cars corn, 17 cars oats, 18 cars milo maize and 4 cars kafir corn; against 349 cars wheat, 181 cars barley, 187 cars corn, 23 cars oats, 13 cars milo maize, and 7 cars kafir corn during August, 1922.

Peoria, Ill.—Grain receipts at this market during August included 657,750 bus. wheat, 1,860,150 bus. corn, 1,618,000 bus. oats, 7,200 bus. rye, 47,600 bus. barley; compared with 1,310,000 bus. wheat, 1,730,550 bus. corn, 1,379,200 bus. oats, 28,800 bus. rye and 32,200 bus. barley for August, 1922. Shipments for the month included 444,100 bus. wheat, 1,532,000 bus. corn, 1,515,500 bus. oats, 12,000 bus. rye and 49,000 bus. barley; against 1,381,150 bus. wheat, 1,295,000 bus. corn, 1,074,600 bus. oats, 19,200 bus. rye and 21,000 bus. barley for August, 1922.

Ft. William, Ont.—Receipts of grain during August included 2,035,000 bus. wheat, 3,111 bus. corn, 896,068 bus. oats, 551,524 bus. rye, 419,319 bus. barley, and 28,120 bus. flaxseed; against 3,680,000 bus. wheat, 3,097 bus. corn, 834,238 bus. oats, 1,382,242 bus. rye, 468,698 bus. barley and 72,005 bus. flaxseed during August, 1922. The shipments during the month were 5,468,421 bus. wheat, 3,111 bus. corn, 2,137,000 bus. oats, 1,649,000 bus. rye, 2,561,000 bus. barley and 105,298 bus. flaxseed; against 7,681,692 bus. wheat, 3,097 bus. corn, 1,998,889 bus. oats, 924,213 bus. rye, 650,411 bus. barley and 155,437 bus. flaxseed during August, 1922.



Mechanical Grain Door Remover.



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## ARKANSAS

Pea Ridge, Ark.—The Pea Ridge Milling Co.'s mill was totally destroyed by fire recently. Loss between \$8,000 and \$10,000, covered by insurance. The mill had been purchased by Oscar Austin on June 2. It is doubtful if the mill will be rebuilt.

## CALIFORNIA

Los Angeles, Cal.—The offices of Balfour Guthrie & Co. have been removed into larger quarters in the Union Oil Bldg.

Los Angeles, Cal.—S. W. King, formerly of the Southern Pacific Co., has accepted a position with the West Coast Grain Co. as traffic mgr.

San Francisco, Cal.—Islais Creek Grain Terminal Corp., incorporated; capital stock, \$100,000. Directors, H. R. White, J. E. Cook, H. J. Flinn, E. S. Taylor and H. Phleger.

Willow, Cal.—C. A. Gutman has entered the grain business. He will continue his duties in liquidating the affairs of Hochheimer & Co., with whom he has been connected for 46 years.

Hayward, Cal.—I am working the grain brokerage business, handling wheat, oats, barley, corn, kafir, milo, mill feeds, peas and beans.—O. H. Brown, formerly of Soda Springs, Ida.

Los Angeles, Cal.—L. M. Jeffers, California state grain and warehouse inspector, has been appointed to enforce the grain futures act on the west coast and daily reports of sales and purchases will be made to him.

## CANADA

Toronto, Ont.—Douglas A. Campbell is now general mgr. of the Maple Leaf Milling Co., Ltd.

Expanse, Sask.—The elvtrs. of the McLean Grain Co. of Winnipeg, built by McCarrol Co., is now open for business.

Port Arthur, Ont.—Elvtr. B of the Canadian National Railway, has been leased by the Saskatchewan Co-op. Elvtr. Co.

Calgary, Alta.—P. G. Brown, superintendent of the Canadian Government Elvtrs., has been transferred to Moose Jaw, Sask.

Vancouver, B. C.—The Board of Harbor Commissioners will erect a 2,000,000-bu. grain elvtr., which will cost \$1,200,000.

Moose Jaw, Sask.—The Gillespie Grain Co., Edmonton and Winnipeg, has purchased the mill and elvtr. building of the Moose Jaw flour mill property.

Winnipeg, Man.—Robert Tate, a broker on the Winnipeg Grain Exchange, was accidentally drowned near Gimli, on Lake Winnipeg, Sunday, Sept. 16.

Melita, Man.—Peter S. Dunbar, mgr. for the past 20 years of the Lake of the Woods Milling Co.'s business and elvtr., died Sept. 19 following an operation.

Ft. William, Ont.—The door of an elvtr. shaft having been left open R. J. Henderson fell down the shaft to the basement, being badly bruised and burned from grazing the cable.

Winnipeg, Man.—The Spillers Milling & Associated Industries Limited, according to Sir Wm. Nichols, pres., is planning the establishment of a large flour mill and wheat export business in western Canada.

Ft. William, Ont.—The application of terminal elvtrs. at Fort William and Port Arthur for an increase in the tariff charges on grain have been refused by the board of grain commissioners. A minor change permits terminal elvtrs. to deliver screenings of an average quality.

Vancouver, B. C.—Construction of his grain elvtr. has been stopped by E. A. Woodward on account of the delay by the Harbor Board and the Ottawa government in taking over and paying for some lands he had bot. It is now proposed that Mr. Woodward be paid off in harbor board bonds which are readily salable at the bank. The board has been favorable to his plans but its appropriation has been exhausted.

Vancouver, B. C.—Commissioner R. E. Beattie of the Vancouver Harbor Board charges that the railroad companies and the grain dealers of Winnipeg are discriminating against Vancouver by placing the permit system in effect, declaring an embargo on the loading of grain for Vancouver until it is shown that steamer space has been booked. Mr. Beattie desires the embargo postponed until the elvtr. which has a capacity of 1,250,000 bus., has been filled.

Winnipeg, Man.—The following were elected at the annual meeting of the Grain Exchange Sept. 12, J. A. Richardson, pres., C. C. Fields and J. C. Gage, vice-pres., council; F. J. Anderson, W. R. Bawlf, J. E. Batterell, N. J. Breen, R. T. Evans, A. K. Godfrey, C. H. Leaman, D. C. MacLachlan, W. A. Murphy, A. Thomson, C. Tilt, A. P. White. Com'te of arbitration: F. J. Anderson, R. T. Evans, J. C. Gage, A. K. Godfrey, J. R. Murray, T. G. Thompson, C. Tilt. Com'te of appeals: S. P. Clark, A. Kelly, David Horn, F. O. Fowler, John Fleming, G. V. Hastings, W. H. McWilliam. John B. Craig, retiring pres., gave a report of trade activities during his term of office.

## COLORADO

Sterling, Colo.—The W. C. Harris Co. will install new scales at the grain elvtr.

Golden, Colo.—George F. Perry, mgr. of the Golden Mill & Elvtr. Co., was injured when the motor truck he was driving was struck by a train.

Julesburg, Colo.—The Julesburg Co-operative Grain Co. has been receiving bids for the construction of two grain elvtrs. on the U. P. in eastern Colorado.

Milliken, Colo.—The Milliken Flour & Feed Mill was destroyed by fire at 9:30 Sept. 8. There were about 500 bus. of grain and some 100 barrels of flour in the structure. The loss is partially covered by insurance. This was the second flour mill to burn in Milliken in four years.

## IDAHO

American Falls, Ida.—The Zaring Grain Co. has leased the Standard Grain Co.'s elvtr. formerly managed by Sid Stewart.

Soda Springs, Ida.—Victor Mouritsen and L. J. Anderson have taken over the flour mill of N. E. Snell and are making extensive changes.

Paul, Ida.—The Watson Mill & Elvtr. Co. has increased the capacity of its plant by 8,000 bus. by building an iron-clad crib, bins and raising the roof 10 feet.

Soda Springs, Ida.—I have sold my interest in the grain business here to G. McConkie who will run warehouse, buy and sell grain in connection with storage and transfer.—O. H. Brown.

Wilder, Ida.—The Western National Bank filed a complaint asking the appointment of a receiver for the Wilder Equity Ass'n. C. A. Hoyt and J. B. Huitt, who claim some interest in the ass'n property, have brought action against the Equity. The property includes a grain elvtr., flour mill and machinery equipment.

Burley, Ida.—The remodeling of the Burley mill of the Burley Flour Mills is now completed. The capacity of the mill has been doubled. A contract has been let to the Burrell Engineering & Construction Co. for the erection of an additional elvtr. of 50,000 bus. capacity and also another warehouse. William McMillian is mgr.

Genesee, Ida.—The Mark P. Miller Milling Co., successors to the old C. E. Wood Co., is planning on placing a new distributor in the elvtr. and a new scale. A driveway to the house recently rented to the Vollmer Clearwater Co. has been built. D. E. Thomas is mgr. The Vollmer Clearwater Co. is represented by H. Potter.

## ILLINOIS

Cullom, Ill.—A. G. Walter is now mgr. for Bernard Sullivan.

Odell, Ill.—Ordinary repairs will be made here.—C. A. Vincent.

Rollo, Ill.—The elvtr. of the Rollo Grain Co. burned Sept. 14 at 4:30 a. m.

Garber, Ill.—Lightning slightly damaged the elvtr. of Noble Brothers, Sept. 5.

Pocahontas, Ill.—The Union Roller Flour Mills Co., incorporated. Capital stock, \$15,000.

Williamsville, Ill.—W. W. Hill recently had installed in his grain elvtr. a Hall Distributor.

Springfield, Ill.—Liedel & Son's elvtr. and mill burned Sept. 4. The structure will be rebuilt.

Pinkstaff, Ill.—The Farmers Co-operative Elvtr. Co. is still negotiating for the purchase of the Horner Elvtr.

Toulon, Ill.—Wrigley & Walters will build additional storage and repair their elvtr. Geo. Saathoff has the contract.

Rockford, Ill.—Charles Nelson is equipping his mill with new machinery. The new equipment will be ready for work in a couple of weeks.

The following are new members of the Illinois Grain Dealers Ass'n, W. H. Linder Grain Co., Lostant, and Stewart Grain & Lumber Co., Steward.

Fountain Creek, Ill.—C. O. Long has recently installed one of the latest improved types of 10-ton truck scales, which takes the place of a 6-ton Fairbanks.

Fisher, Ill.—The Fisher Farmers Grain Co. will build a 55,000-bu. cribbed steel clad motor driven elvtr. to replace that what burned. Geo. Saathoff has the contract.

East St. Louis, Ill.—The Southern Warehouse recently purchased by Flynn Bros. Grain & Feed Co., of St. Louis, Mo., is being operated as a public warehouse.

Galva, Ill.—The Galva Grain Elvtr. Co. stockholders will hold a meeting Sept. 29 for the purpose of considering numerous changes and also the change of name.

Wetzel, Ill.—We have bot the elvtr. of Chas. W. Wetzel at Wetzel and will probably remodel and enlarge it at once.—Phillip Best, mgr., F. L. Kidder & Co., Paris, Ill.

Hagener (Arenzville p. o.), Ill.—The Schultz-Baujan Co., of Beardstown, is tearing away its old warehouse and will erect a concrete elvtr. It will have a capacity of 20,000 bus. and will be completed within two to three months.



St. Anne, Ill.—Andrew Kerr, of Paw Paw, has purchased both elvtrs. of the Bettendorf Grain Co., possession to be given Oct. 1. This sale was made thru James M. Maguire.

Gardner, Ill.—Mr. Kerr, mgr. of the Gardner Farmers Co-op. Grain Co., will resign his position to assist his father, Andrew Kerr, who recently purchased the Bettendorf Grain Co.'s elvtrs.

Trenton, Ill.—The stockholders of the Trenton Equity Union Exchange held a meeting recently to consider disposing of the present power plant of the elvtr. and putting in more efficient equipment.

Olney, Ill.—Disposition of the Gaddis Mill property was made to A. J. Poorman & Co., who will continue to carry on the milling business. Part of the other buildings will be used in conducting the grain and seed business.

Westville, Ill.—The elvtr. of George Buchanan, containing 2,000 bus. of oats and wheat burned at 3 a. m., Sept. 9, with a loss of \$18,000, partly covered by insurance. It is doubtful if the mill will be rebuilt. It was operated under lease by C. B. Spang of Georgetown, who owns another elvtr. on the same street.

Fairmount, Ill.—Fire starting on the roof at 5 p. m., just after shutting down the mill in connection destroyed the elvtr. of the Farmers Co-operative Grain Ass'n Sept. 19. The house contained 24,500 bus. oats, 1,041 bus. corn and 2,848 bus. wheat, valued at \$12,377. The building was valued at \$12,000, insurance on building, \$8,500. The insurance on the grain and building was carried in the Hartford Fire Ins. Co., whose adjuster, E. T. Bolton, appeared on the scene next day and allowed the full face of the policy on the building, it being a total loss, and the policy having no co-insurance clause. Prompt settlement was also made for the grain shown to be on hand on the basis of the manager's daily reports. The little water available was used to save the mill. The salvage grain has been sold. It is expected the elvtr. will be rebuilt.

#### CHICAGO NOTES.

H. I. Monheimer is now a general partner in the firm of E. Lowitz & Co.

John J. Bryant, Sr., aged 75, pioneer grain man, died Sept. 10 at the Hinsdale Sanitarium. He is survived by a widow and five children.

John Barrett, for many years a member of the firm of E. Lowitz & Co., has formed the firm of John F. Barrett & Co. with offices in the F. C. Austin Bldg. R. E. Carey of the same firm goes with him.

A drive is being made to obtain new members for the Board of Trade Mutual Benefit Ass'n, the object being to get at least 200 new members and increase the value of the life insurance policies to beneficiaries to about \$3,000.

The Hansen Produce Corporation, active in the export business in New York for several years, has retired from business. The Board of Trade memberships of Henry G. Campbell and David J. O'Keefe, vice pres. and sec'y, have been sold.

New members admitted to membership in the Board of Trade are: Alexander J. Levi, Ashley O. Jones, Jr., and H. I. Monheimer of Chicago, and P. H. Hemelryd of Homley, Hemelryd & Co., cotton and grain brokers at Liverpool, England.

Capt. John W. Rumsey, aged 85, of Seattle, Wash., died recently. He was a former board of trade man, a veteran of the civil war and a personal friend of Abraham Lincoln. He was also commander of the Loyal Legion of the state of Washington.

The meeting of the creditors' com'te of the Sawers Grain Co., Sept. 10, was attended by 170 creditors in person or by proxy. James K. Riordon was chosen permanent chairman. The statement presented showed \$200,000 liabilities and \$381,000 assets. The Beach-Wickham Grain Co. has taken over the outside branches of the Sawers Grain Co.

The Board of Trade Mutual Benefit Ass'n is planning an enlargement of its membership, which now is 768. Benefits are slightly below \$2,400, though they were \$3,300 ten years ago.

The annual banquet of the Board of Trade Fellowship club will be held Oct. 11 at the Hotel Sherman. Com'te in charge consists of William Hall, W. J. O'Brien and W. B. Fenton.

#### INDIANA

Indianapolis, Ind.—The Blanton Milling Co.'s mill property has been sold to Louis Sagalo, and will operate a mill at Clayton.

Yoder, Ind.—Thieves entered the elvtr. of the Yoder Grain Co., Sept. 5. Automobile tires and other articles were taken.

Urbana, Ind.—The office of the Kinsey Elvtr. Co. was entered, ransacked and a little over \$2 taken, as reported by S. J. Bowen, mgr.

Marion, Ind.—I purchased the Farmers Co-operative Exchange now incorporated under the name Farmers Grain & Feed Co.—Elmer L. Pulley, mgr.

Franklin, Ind.—The Plummer Brothers' mid-gut flour mill was sold to A. C. Kidwell of Friendswood, Ind., for \$6,500 after being in the hands of S. F. Surface, receiver, for several months.

Indianapolis, Ind.—Miss Eva True has succeeded Miss Anna Vesey as assistant of Charles B. Riley, sec'y of the Indiana Millers' Ass'n for the last seven years, and who resigned to be married.

Powers Station, Ind.—Suit demanding a receiver has been filed by James A. Strong, a stockholder and director, against the G. L. Watson Grain Co., owning elvtrs. at Redkey and Powers Station.

Shideler, Ind.—We closed up our Shideler elvtr. because there was not enough business to justify operating the same, there being a magnificent elvtr. there erected by a co-operative company which does not do as much business in dollars and cents annually as the building originally cost.—Stiefel & Levy, Ft. Wayne.

Fort Wayne, Ind.—Julius Nathan of the firm of Nathan & Co. died Sept. 15, aged 75 years, following a lingering illness. The Nathan Grain Co. is lessee of J. Keller & Co.'s elvtr., which will be closed until further notice. Mr. Nathan is survived by his widow, a daughter, Mrs. S. J. Strauss, of Chicago, two sons, Charles of Peoria, Ill., and Chester of Fort Wayne.

Corydon, Ind.—The Eureka Milling Co. has taken over the White Mill, which in recent years has been operated by County Treasurer Wm. Taylor. The following are officers and directors: Edgar L. Miles, pres. and mgr.; Sylvester Thompson of New Amsterdam, vice-pres.; Samuel J. Elsby of New Albany, sec'y and treas.; Hugh Fredericks, bookkeeper. Improvements are being made on the mill.

Redkey, Ind.—W. E. Rooker, mgr. for the Redkey Equity Elvtr. Co. for the past two years, has been named trustee of the corporation and was empowered to sell the company's holdings if possible. At the present it is said the company owes about \$50,000, which is secured by a bond with forty stockholders' signatures. If a buyer for the plant cannot be obtained, the endorers on the bond will take over the property and re-incorporate.

Indianapolis, Ind.—William F. Piel, aged 72, died at 3 a. m., Aug. 30, following a long illness. He was a director of the Fletcher American National Bank, was president of Piel Bros. Starch Co. and for a few years was president of the National Starch Manufacturing Co. of New York. In the early days of grain trading Mr. Piel joined with Fred P. Rush, grain dealer, in organizing the Commercial Union which later became the Board of Trade. He was the first vice-president of this organization. He is survived by his four children.

#### IOWA

Burdette, Ia.—W. J. Hager has succeeded Hager & Co.

Taintor, Ia.—Mr. Clemmer is the new mgr. of the Farmers Elvtr. Co.

Plessis, Ia.—The elvtr. of the Quaker Oats Elvtr. Co. has been repainted.

Des Moines, Ia.—W. H. Bartz has made connection with Harper & Sons.

Ogden, Ia.—The elvtr. of Wm. Bakely, recently completed, has been opened.

Clearfield, Ia.—The Garver Grain Co. is rebuilding its elvtr. which burned recently.

Fenton, Ia.—The Fenton Farmers Elvtr. Co. is adding improvements and making repairs.

Chapin, Ia.—Frank Bovenga of Ackley succeeds C. A. Law as mgr. of the Farmers Elvtr. Co.

New London, Ia.—Construction has begun on the warehouse of the New London Farmers Elvtr.

Calamus, Ia.—The tile office building of the Farmers Elvtr. Co. has been completed at a cost of \$3,000.

Marion, Ia.—The Farmers Elvtr. Co.'s new feed mill recently installed has been completed and is now in operation.

Elberon, Ia.—M. L. Bremer, former mgr. of the Farmers Elvtr. Co., has moved with his family to Cedar Rapids.

Hanlontown, Ia.—The Farmers Elvtr. Co.'s old elvtr. is being torn down by Nels. Oueren, who will sell the lumber.

Cantril, Ia.—The elvtr. of C. G. Morris, which had to be torn down in order to widen the railroad switch, is being rebuilt.

Percival, Ia.—Kellogg & Wilson's elvtr. burned Sept. 12 at 2 a. m., consuming 800 bus. of grain. Loss, \$15,000, with some insurance.

Spencer, Ia.—While operating the wagon dump, J. A. Anderson, employed at the Farmers Elvtr., received a shock and his shoulder was dislocated.

Lakota, Ia.—Stockdale & Greig of Estherville have purchased the elvtr. here of the Gilbert Grain Co., of Cedar Rapids. F. S. Gehlke remains as mgr.

Northwood, Ia.—A. A. Thompston & Sons have succeeded Thompston & Heiny at this place. Gordon and Kensett, Mr. Heiny retaining the lumber business.

Conrad, Ia.—E. G. Brewer has handed in his resignation, effective 30 days, as mgr. of the Farmers Elvtr., to represent a grain company as a traveling solicitor.

Gates, Ia.—The Gund-Sien Co.'s elvtr. with 3,500 bus. grain and corn burned recently. Loss is partly covered by insurance. It is undecided whether the elvtr. will be rebuilt.

Napier, Ia.—The Ames Grain & Coal Co., of Ames, has remodeled the elvtr. at this place, purchased last year, and has installed electric motor, sheller, scale and new dump.

Wheatland, Ia.—Hugo Ballhorn has succeeded Herman Freese as mgr. for the King's Wilder Grain Co. Emil Klahn has succeeded Hugo Ballhorn as assistant mgr. of the Equity Co-operative Trading Co.

Nevada, Ia.—Dunkleberger & Newton, who have conducted a grain elvtr., lumber and coal business, have dissolved partnership. Mr. Dunkleberger will take over the grain business and Mr. Newton the lumber and coal business.

Whitten, Ia.—A. J. Mabie, aged 70, died of uremic poisoning at 4 a. m., Sept. 11. He was a native of Warsaw, Ind., coming to Iowa as a youth and worked on a farm. As he grew to manhood he entered into the general merchandise business at St. Anthony, and 17 years ago engaged in the grain business here. He retired four years ago. Mr. Mabie is survived by his widow, his daughter, Mrs. L. L. Hauser and his three sons, Chester L., J. Edward of Marshalltown and George D. of the G. D. Mabie Grain Co., of Gilbert.



Burlington, Ia.—A fire occurred in the top bin of the Trans-Mississippi Grain Co.'s elvtr. at 7 p. m., Sept. 14. The damage is about \$50 or \$75, covered by insurance. Several thousand bus. of barley and wheat were water soaked but can be dried with little expense.

Glidden, Ia.—Abraham Moorhouse, aged 82, actively engaged in the lumber, grain and coal business since 1889, died Saturday evening, Sept. 8, after an operation for appendicitis. He is survived by his widow, his daughter Julia, his brother Isaac of Lake Geneva, Wis., and two grandchildren.

## KANSAS

Hewins, Kan.—E. J. Ellis has succeeded Ross & Floyd.

Densmore, Kan.—G. J. Archer is successor to J. F. Graham.

Atwood, Kan.—F. E. Janke is successor to E. G. Urbom & Co.

Agenda, Kan.—H. B. Nye is successor to the Agenda Milling Co.

Randall, Kan.—The Hart-Bradshaw Grain Co. has succeeded W. Bradshaw.

McDonald, Kan.—The Morrison Grain Co. has succeeded the E. G. Urbom & Co.

Inman, Kan.—The Farmers Co-op. Co. has succeeded the Inman Farmers Elvtr. Co.

Ft. Scott, Kan.—The Mead-Patterson Grain & Feed Co. is successor to Mead Grain Co.

Eldorado, Kan.—The L. H. Powell & Co.'s elvtr. was totally destroyed by fire Sept. 13.

Beloit, Kan.—Dockstader-Thierolf Grain Co. is successor to the Dockstader-Rodgers Grain Co.

Falun, Kan.—Hugo Hed is no longer employed at the Farmers Union Co-op. Elvtr. here.

Milford, Kan.—Tyler & Co., mail Junction City, are successors to Geary County Farmers Union.

Wichita, Kan.—The Arkansas Valley Feed & Grain Co. has incorporated; capital stock \$25,000.

Wichita, Kan.—Mail addressed to H. F. Dazey has been returned marked "out of business."

Broughton, Kan.—The Broughton Co-op. Grain and Feed Co. is successor to the Broughton Elvtr. Co.

Junction City, Kan.—R. H. Christensen has purchased the grain, hay and coal business of F. S. Mayden.

Baxter Springs, Kan.—A fire in the elvtr. of Stauffer & Cammack Grain Co. Sept. 5, caused a small loss.

Arkansas City, Kan.—Improvements and extensions are being made on the mill of the New Era Milling Co.

El Dorado, Kan.—The barn and 150 tons of the 1923 crop of L. H. Powell & Co. were destroyed by fire recently.

Holyrood, Kan.—The J. E. Weber Grain Co., of Kansas City, will buy grain for the Holyrood Mlg. Co. here.

Hitschman, Kan.—The J. E. Weber Grain Co. has leased an elvtr. here and not in Hutchinson as erroneously reported.

Pierceville, Kan.—The grain elvtr. formerly owned by Warner Walker is now owned by Smith Mer. Co.—R. L. Kendall.

Kingman, Kan.—We purchased the grain elvtr. and mill at Kingman. J. Shall, mgr.—The Farmers Elvtr. & Merc. Co.

Protection, Kan.—The Protection Roller Mill was destroyed by fire recently. John Umbach of Ford, owner, had \$7,500 insurance.

Wellington, Kan.—The wife of Walter G. Moodie, mgr. of the Wellington Mlg. & Elvtr. Co., died recently following an operation.

La Crosse, Kan.—An attempt is being made to reorganize and reopen the plant of the La Crosse Mlg., Grain & Ice Co., which recently failed.

Woodbine, Kan.—Edw. Volkman is the new mgr. of the Woodbine Farmers Union Co-op. Exchange elvtr., taking possession Sept. 1.

Wichita, Kan.—J. D. Chalfant, of Augusta, purchased the Loveland Milling Co., owned by Wilbur Loveland, for \$30,000, possession to be taken at once.

Salina, Kan.—The branch office of B. C. Christopher & Co. is in charge of J. N. Carrigan, formerly of the Dodge City and Great Bend offices.

Arma, Kan.—John Masquelier recently purchased the Kelso Grain Co.'s elvtr., flour and feed business, which will be known as the Arma Elvtr. Co.

Nickerson, Kan.—We have completed the remodeling of our building and the installation of new machinery.—Davidson Grain Co., Clarence Vosburgh, mgr.

Wichita, Kan.—The Southern Grain Co., a branch of Hall-Baker Grain Co., of Kansas City, has closed its office. Harry L. Graham, former mgr., is now connected with the J. R. Harold Grain Co.

## KENTUCKY

Lexington, Ky.—J. Clayton Ramsey has purchased the interest of his partner, W. A. Mason, in the grain, feed and coal business of Ramsey & Mason.

Louisville, Ky.—Harvey S. Williams, formerly of the firm of Monroe & Williams and of late with George T. Wood & Son, will leave Sept. 20 for Dallas, Tex., to go with R. M. Bowen & Co.

Louisville, Ky.—The grain elvtr. and mill recently erected by Wolcott Bros., of Winchester, has been purchased by H. Lee Early, pres., and Edward D. Terrill, vice-pres. of the Early & Daniel Co. Wolcott Bros. will continue operation of their flour mills at Lexington and Winchester.

## LOUISIANA

Shreveport, La.—The Shreveport Mill & Elvtr. Co.'s plant was destroyed by fire Sunday afternoon, Sept. 9, with a loss of \$12,000 on the warehouse and the stock valued at \$16,000. Insurance carried on the building was \$10,000 and on the merchandise \$13,500. The structure will be rebuilt and work will begin at once as announced by Z. R. Lawhon, pres.

## MARYLAND

Baltimore, Md.—J. Collin Vincent will remove on Sept. 22 to Washington, D. C.

Baltimore, Md.—Henderson, Linthicum & Co. have acquired a large warehouse here which they are remodeling.

## MICHIGAN

Greenville, Mich.—Frank Rushmore has leased the elvtr. of the Gleaner Clearing House Ass'n.

Alma, Mich.—The Alma Elvtr. Co. has increased its capital stock from \$25,000 to \$50,000.

Perry, Mich.—The office of the Starks Elvtr. Co. was burglarized the night of Sept. 8, with a loss of \$8 in change.

Clifford, Mich.—We succeed the Clifford Farmers Co-op. Assn. We have been in the grain business at this point for about 5 years.—J. A. Kelly & Sons.

Lake Odessa, Mich.—Walter A. Burling has severed his connection with the Farm Bureau, to whom he leased his flouring mill two years ago, and has taken back his mill. Max Woolsey, bookkeeper, has succeeded Mr. Burling as mgr. of an elvtr. owned by the Farm Bureau here.

Brown City, Mich.—The mill, elvtr. and office of the Eureka Milling Co. burned recently. Loss, \$75,000; insurance, \$34,000. E. C. Holmes of Port Huron and W. Townsend are the principal stockholders.

Albion, Mich.—The Albion Elvtr. Co. is the new company formed to assume control of the old Farmers Elvtr. Co. Directors are Harry Houseman, James L. Keck, Richard Groby, Herman Behling, Clyde Emery, Elmer Emery, Elmer Ball, T. L. Ott and A. D. Jeffrey.

## MINNESOTA

DeGraff, Minn.—Henry W. Peterson is the new mgr. of the Farmers Elvtr. Co. here.

Canton, Minn.—Vail & Wickett are successors to the Armour Grain Co.—H. H. Vail.

Avoca, Minn.—The Farmers Elvtr. Co. has engaged J. A. Seward of Worthington as mgr.

Frost, Minn.—Wm. G. Meyers, formerly mgr. of the Farmers Co-op. Elvtr. Co., has removed to Tolstoy, S. D.

Minneapolis, Minn.—A. W. Erickson, formerly of the Federal Grain Co., Kansas City, is now with the Bartlett Frazier Co.

Blackduck, Minn.—Oscar Benson has succeeded O. G. Ebbesen, who has resigned his position with the Farmers Elvtr. Co.

Minneapolis, Minn.—Anton Trettin, wheat buyer for the mills of Albert Lea Co., severed his connection with the company Sept. 15.

Arco, Minn.—We bought the Commander Elvtr. to replace the one which burned.—Farmers Co-op. Elvtr. Co., M. N. Roberts, mgr.

Minneapolis, Minn.—Grover Williams, for 20 years a cash wheat salesman for the Van Dusen-Harrington Co., is now with the Pioneer Grain Co.

Avoca, Minn.—I resigned my position with the St. John Grain Co., of Rock Rapids, Ia., and am now mgr. of the Avoca Grain Co.—C. A. Kirk.

Duluth, Minn.—E. King Staples has been reappointed as a member of the State Board of Grain Appeals for a three-year term ending August 1, 1926.

Duluth, Minn.—William Grettum, a former active operator on the Duluth market, has been appointed a traveling representative of the Bartlett-Frazier Co.

Arco, Minn.—The Farmers Co-operative Elvtr. Co. is having a Fairbanks 10-h.p. engine installed, new leg and other repairs made by the Younglove Construction Co.

Stacy, Minn.—Ed. J. Houle of Forest Lake has purchased the elvtr. of F. E. Lilja here. Improvements will be made, a grinding machine will be installed and ready for operation Dec. 1.

Lake City, Minn.—The safe of the Farmers Co-op. Elvtr. Co. was broke open by robbers who escaped with \$1,000 in checks and cash. The Hunting Elvtr. Co.'s office was also ransacked and some change taken from the cash drawer.

Kenyon, Minn.—The Minneapolis Milling Co. purchased the mill and elvtr. of M. T. Gunderson to manufacture rye flour and not the Sheffield Milling Co. as previously reported. We are renting the elvtr. from the Minneapolis Milling Co. and will handle everything in the grain line.—R. B. Kinney, mgr. Commander Elvtr. Co.

Duluth, Minn.—Having become subject to the law enacted by the Minnesota legislature last spring, the elvtrs. here must now operate as public warehouses if they receive any grain for store for others than the owners of the houses. All of the houses in Duluth have become public except one of the four systems of the Consolidated Elvtr. Co., and one of the two systems of the Capitol Elvtr. Co. All of the public houses have been declared "regular" by the Board of Trade.



Minneapolis, Minn.—Hans Sorenson who will retire from active business and start for California in October has announced the sale of the Sorenson Milling Co.'s mill to St. Louis interests.

Minneapolis, Minn.—The following memberships in the Chamber of Commerce have been transferred: From W. C. Helm to R. L. Remund; from J. H. McCarthy, Jr., to Douglas C. Moore; from Chas. Kennedy to Chas. M. Kennedy; from R. L. Remund to W. A. Maney; from A. J. Atkins to P. M. Ingold; from A. R. McRae to Patrick Mallon. The privileges of corporate membership were granted to the Duluth Universal Milling Co. and the privileges of firm membership were granted to Maney Bros. Mill & Elvtr. Co. The board of directors authorized the issuance of traveling representative licenses to the following: A. L. Poehler to represent W. A. Poehler; J. L. Borden to represent Fraser-Smith Co.; Guy Blanchard to represent Froedtert Grain & Malting Co.

### MISSOURI

Morrisville, Mo.—Floyd Dickson has built a new elvtr. here.

Mountain Grove, Mo.—The Red Star Mlg. Co. is installing a new feed mill.

Warrensburg, Mo.—Will Tompkins is in charge of the elvtr. recently completed by the Warrensburg Shipping Assn.

Republic, Mo.—The Missouri Flour Mill Co. will resume operations after being closed for some time. The mill has a capacity of 2,000 barrels a day.

St. Joseph, Mo.—Miss Louise R. Vogelmann, for the past five years sec'y and treas. of the St. Joseph Hay & Grain Co., died recently after an illness of several weeks.

Whitham, Mo.—I. purchased both grain elvtrs. here, one on the Wabash R. R., the other on the Santa Fe and am operating both elvtrs.—Frank Hayward Grain Co.

Potosi, Mo.—John McClay, mgr. and treas. of the Potosi Mill & Elvtr. Co., was killed at Summitt, Sept. 13, when an automobile in which he was riding was struck at a grade crossing.—P.

Clever, Mo.—The Clever Mill was recently sold to G. W. Harmon of Sheldon, Ia., by C. A. Messer, owner of a mill at Ash Grove, but the transfer had not been completed and it burned Sept. 6. Insurance on building, \$16,000; stock loss, \$62,000, covered by insurance.

Fulton, Mo.—The Fulton Co-operative Warehouse Ass'n has purchased a building from Alex. Cantor and will open a warehouse handling grain and feed. Steps to erect a warehouse at the tracks of the Chicago & Alton Railroad have been interfered with through the action of the railroad, which refuses to lay a track to the site and has asked the Public Service Commission to condemn the site, alleging that it needs it for the extension of tracks for its own switching purposes.—P.

### KANSAS CITY LETTER.

Alfred G. Hertz of the Hall-Baker Grain Co. has made application for membership in the Board of Trade.

C. A. Rodgers, of Salina, formerly of the Meier & Rodgers Grain Co., has become a traveling grain solicitor for the Clay-Leahy Grain Co.

The National Broom Corn Co. has incorporated; capital stock \$5,000. Incorporators are Henry Pelton, A. A. Simondson and Mrs. H. M. Kusel.

Mr. Smith of the Federal Grain Co. recently purchased by the Norris Grain Co., has organized a new firm to be known as the Mid-Continent Grain Co., incorporated; capital stock, \$50,000. Mr. Smith, pres.; John Stark, vice-pres., and L. W. Sanford, sec'y-treas.

The membership of W. O. Brackett in the Board of Trade has been transferred to Alfred G. Hertz for \$7,300, including transfer fee of \$500.

William G. Dilts, formerly of Dilts & Morgan, has become associated with the Western Grain Co. to take charge of the merchandising wheat department. We have moved our office to a new location.—Wm. G. Dilts, Western Grain Co.

Under a ruling of the attorney-general of Missouri the state grain inspection department can not expend its funds to establish a laboratory to make protein tests of grain as long as protein is not a factor in the grades as officially established.

### ST. LOUIS LETTER.

St. Louis, Mo.—The Luehrmann Milling & Grain Company has purchased the Exchange Elvtr.

St. Louis, Mo.—Hall-Baker Grain Co., of Kansas City, has removed its St. Louis office to the Merchants Exchange Bldg.

St. Louis, Mo.—Dennis J. Canty, aged 63, grain broker on the Merchants Exchange, died Sept. 6 after an illness of several weeks.

St. Louis, Mo.—C. H. Williamson of C. H. Williamson & Co. operating in grain, has closed that business and is now sec'y of the Overland Grain Co.

St. Louis, Mo.—Stephen J. Loftus of the Kehlor Flour Mills Co. has made application for membership in the Merchants Exchange on transfer of certificate from Robert N. Walker.

St. Louis, Mo.—Edward P. Loesch, who for the past 20 years has been with the Merchants' Exchange, resigned Sept. 1 and now represents the Continental Chemical Corp. of Vincennes, Ind. Mr. Loesch is making his headquarters here.

St. Louis, Mo.—The membership of Robert N. Walker in the Merchants' Exchange is being transferred to Stephen J. Loftus, of the Kehlor Flour Mills Co. E. B. Conover, of the E. B. Conover Elvtr. Co., Springfield, Ill., also is an applicant for membership.

### MONTANA

Ballantine, Mont.—Robert Warden is now the mgr. of the Ballantine Grain Ass'n.

Belt, Mont.—Ed. Sherrez, of Wales, N. D., has accepted a position with a grain elvtr. here operated by Frank J. Fisher.

Helena, Mont.—Chas. A. Whipple has succeeded J. G. Crites, who resigned as receiver of the Montana Grain Growers, Inc.

Williams, Mont.—The International Elvtr. Co. has control and management of the elvtr. plant formerly known as the Equity Co-op. Elvtr.

Ronan, Mont.—Stanley Searce was one of the chief speakers at the semi-centennial session, Columbia River Conference, Methodist Episcopal church, in Spokane, Wash., recently.

Shawmut, Mont.—Dan Corcoran has resigned as federal prohibition officer and representative in the local field for the internal revenue department to become mgr. of the plant of the McLean Elvtr. Co.

Williams, Mont.—George E. Sullivan, who was mgr. of the Equity Co-op. Ass'n, has accepted the position of representative for the McCaull-Dinsmore Co. and will buy grain at Williams, Nalier and Conrad.

Ollie, Mont.—The elvtr. of the Occident Elvtr. Co. was severely damaged by fire which started from locomotive sparks Sept. 4, with a loss of 15,000 bus. of grain and a large quantity of coal, estimated at \$15,000.

Twodot, Mont.—The Twodot Grain Co., incorporated; capital stock, \$15,000; incorporators are G. D. Martin, Chas. F. Williams, O. B. Anderson. The new organization will take over the elvtr. formerly owned by the Equity Co-op. Ass'n.

### NEBRASKA

Cairo, Neb.—H. C. Perkins has resigned mgr. of the Highland Grain Co.

Wahoo, Neb.—The flouring and cereal mill of Bell & Kpsel will be in operation shortly.

Palmer, Neb.—We rebuilt our elvtr. that burned in September, 1922.—Dinsdale Brothers.

Omaha, Neb.—Mail addressed to F. J. H. Thresher has been returned marked "unclaimed."

Arapahoe, Neb.—The Arapahoe Flour Mill incorporated; capital stock \$100,000. Geo. C. Proud, attorney.

Pierce, Neb.—A. O. Schramm, prop. of the Schramm Grain Co., sold his elvtr. and coalyards to Fred Lierman.

Ogallala, Neb.—The Ogallala Elvtr. Co. is having a grinding outfit installed by the W. H. Cramer Construction Co.

Auburn, Neb.—T. A. Engles has concluded the purchase of the J. C. Bousfield elvtr. and will assume management.

Norman, Neb.—Joe Widdersheim has succeeded Louis Hansen as mgr. of the Farmers Union Co-op. Grain & Supply Co.

Broken Bow, Neb.—Combustion in a pile of coal caused a fire in the elvtr. of C. E. Shepard recently. This is the second small fire in the elvtr.

Riverdale, Neb.—To enable the Riverdale Grain Co. to purchase an elvtr., the bureau of securities has put its O. K. on \$25,000 stock to be issued by that concern.

Paxton, Neb.—The cupola and all machinery in the cupola of the elvtr. owned by Peter Eignerton which was recently destroyed by fire is being replaced by the W. H. Cramer Cons. Co.

Ord, Neb.—The Ord Flour Mill, under the management of Mr. Wright and Mr. Collison is again in operation after having been closed for nearly a month, while new machinery was being installed.

Barnston, Neb.—Wm. Townsend has let contract to W. H. Construction Co. for the erection of a complete modern iron clad elvtr. with concrete hopper bottoms, 20,000-bu. capacity to be operated by electricity.

York, Neb.—The York Milling Co.'s mill which was destroyed by fire early this spring will not be rebuilt. D. Keeline, former mgr., has accepted a position in the executive department of the Kearney Flour Mills, Kearney.

Schuyler, Neb.—Paul Garrat, formerly of the Wells-Abbott-Nieman Co., Inc., is now associated with the Hipple Grain Co. of Kansas City, and will open a brokerage office here and handle the business of this section from this office.

Sacramento, Neb.—The elvtr. of the Farmers Elvtr. Co., of 10,000 bus. capacity and nearly 8,000 bus. of wheat, were destroyed by fire caused by the back fire from a gasoline engine, Aug. 31. The loss is \$15,000, covered by insurance.

Woodlawn (Lincoln p. o.), Neb.—The elvtr. operated by the Hall-Johnson Grain Co. was totally destroyed by fire of unknown origin, also all the machinery and several thousand bushels of grain. Everything was covered by insurance.

Dalton, Neb.—The Nebraska Wheat Growers Ass'n has about 100 members in this vicinity. We have arranged with the Dalton Trading Co. and the Dalton Grain Co. to weigh, test, grade and ship this wheat to the State Ass'n, paying them a flat rate per bushel handled.—Nebraska Wheat Growers Ass'n.

Omaha, Neb.—Albert Hedelund is now sole owner, pres. and mgr. of the United Grain Co., having purchased the stock and interests of Mrs. John B. Swearingen and of Lloyd E. Conklin. Mr. Hedelund also purchased the trade name of John B. Swearingen, who founded the United Grain Co. in 1909 and was its active head until his death last spring.



Loomis, Neb.—The office of the Loomis Farmers Co-op. Co.'s elvtr. was entered, the safe forced open and \$20 in cash was taken.

## NEW ENGLAND

Boston, Mass.—The E. E. Austin Grain Co. has removed and left no address.

Bangor, Me.—The grain firm of J. N. Towle & Co. has sold its building and gone out of business.

Bangor, Me.—The Eastern Grain Co. has applied for permission to erect a two-story frame iron clad building.

Springfield, Mass.—Jeremiah F. Sullivan purchased the business of L. B. Sibley & Co. conducted by L. B. Sibley until his recent death.—S.

Sabattus, Me.—Park-Maxwell has incorporated; capital stock, \$15,000. Wendall Maxwell, pres.; Thomas J. Park, treas.; Gordan R. Park, clerk.

Calais, Me.—J. H. Hanson & Son Co., incorporated; capital stock, \$10,000. Directors, James H. Hanson, Daniel J. Hanson and Irene M. Hanson.—S.

Quincy, Mass.—Petrell Bros. have purchased the home place of John T. Condon which is to be used for a coal and lumber yard. The construction of a grain and coal shed has begun.

Gardiner, Me.—Henry A. Wood, aged 53, was killed Sept. 20, when the car which he was driving upset on the Brunswick road. His wife, a nephew, A. H. Beckwith and Charles Allen, who were with him, were uninjured. It was thought that the steering gear must have given way. Mr. Wood was engaged in business with his father as William Wood & Sons Co. He is survived by his wife, two sisters, a brother who was associated with him in business and an aged mother, Mrs. William Wood.

## NEW JERSEY

Hammononton, N. J.—Samuel Anderson died recently while presiding at a dinner of the Kiwanis Club. An acute attack of uraemia was the cause. He was for 20 years a member of the Commercial Exchange of Philadelphia.

Camden, N. J.—George E. Taylor, aged 80, founder of the grain and feed firm which is now conducted by his two sons who trade as Taylor Bros., died Tuesday, Sept. 18, at Wernersville, Pa., where he had been spending the summer. He has been a member of the Commercial Exchange and is survived by his two sons.

## NEW YORK

Ransomville, N. Y.—G. H. Foote has completed his 10,000 bus. elvtr.

Hornell, N. Y.—Stephen Hollands, grain and feed man, is a candidate for mayor.

Perry, N. Y.—Members of the Farmers Co-op. Ass'n has voted to sell the Iroquois Mill to the highest bidder.

Hornell, N. Y.—The Grover Schultheis Co., incorporated; capital stock, \$50,000. Incorporators, W. M. Grover, E. Schultheis and A. Spada.

New York, N. Y.—Henry S. Johnson has severed his connection with Sanday & Co., after being connected with the local office for several years.

Buffalo, N. Y.—Lamson Bros. & Co., of Chicago, have moved their offices here to the Exchange floor where they have better facilities for their wire and other service.

Buffalo, N. Y.—Anderson Pfeiffer Co. has taken over the business of C. S. Anderson and recently incorporated; capital stock, \$10,000. C. S. Anderson is pres., J. H. Pfeiffer vice-pres. and treas., A. M. Anderson sec'y, and J. H. Pfeiffer, former salesmanager of Churchill Grain & Seed Co., mgr.

Massena, N. Y.—H. A. Allen, of the Allen Grain & Feed Co., has taken over the plant of the Massena Macaroni Co. As soon as improvements can be made operations will begin.

Brockport, N. Y.—The Gulf Flour Mill, purchased by Lyndon H. Wells, is open for business after being closed since last November. The plant has been expanded and remodeled and the mill has a storage capacity of 10,000 bus.

Troy, N. Y.—The State Canal Board has let the contract for the foundation for a 375,000-bus. reinforced concrete elevator to receive grain from canal boats and hold it until shipment is desired to interior New England points. Snow and ice greatly interfered with the prompt movement of grain from Western points last winter, and New England supplies ran low. If ample storage or facilities for the rapid transfer from canal boats is provided here much of this delay will be prevented.

Cape Vincent, N. Y.—A survey is now in progress at Cape Vincent, which may result in the erection of a gigantic grain elvtr. at that port and result in a commercial development of the river village never before approached, it was learned here today. That several men, representing undisclosed principals, have been making soundings in the harbor from a motor boat and have stated that the interests they represent contemplated the erection of a grain elvtr. near the site of the old elevator, provided leases could be arranged, was learned definitely, but no other details were available.—Watertown Times.

## NORTH DAKOTA

Streeter, N. D.—The Streeter Mfg. Co., incorporated, capital stock, \$15,000.

Alamo, N. D.—J. D. Sullivan is the new mgr. of the Alamo Farmers Elvtr. Co.

Tioga, N. D.—John Olson has succeeded J. D. Sullivan as mgr. of the Farmers Elvtr.

Sykeston, N. D.—Anton Hettrick of New England is the mgr. of the Farmers Elvtr. Co.

Griffin, N. D.—The safe of the Equity Elvtr. Co. was ransacked. Nothing of value was taken except a set of sieves.

Crosby, N. D.—The National Elvtr. Co. is having installed in its elvtr. a dump and a Fairbanks scale by T. E. Ibberson Co.

Benedict, N. D.—Victor Kronberg has succeeded A. R. Galle as mgr. of the Northland Elvtr. Co. who has gone to Longview, Wash.

Crosby, N. D.—R. W. Frazier and R. H. Points have leased the Farmers elvtr. which has been in the hands of the receiver since May 1.

Crosby, N. D.—Farmers Elvtr. Co., incorporated; capital stock, \$10,000; incorporators, R. W. Frazier, R. H. Points and S. S. Semmingson.

Ives, N. D.—Thieves entered the Equity Elvtr. and stole the pump engine, 150 gallons of gasoline and about 200 ft. of lumber and some tools.

Crosby, N. D.—E. J. McIlraith, attorney for mortgages of the elvtr. property of T. O. Huso, has made application for a receiver to take charge of the elvtr.

Bartlett, N. D.—I have purchased the elvtr. which I formerly owned from O. T. Simons and will engage in the grain business.—A. M. Evney, late of Parkdale, Ore.

Bottineau, N. D.—George Clark as general mgr. and Walter Hamblin as warehouseman for the recently organized farmers elvtr. ass'n, have purchased an elvtr. here.

Walden, N. D.—New cleaning equipment is being installed and repairs are being made on the Walden Elvtr., belonging to J. C. Miller Elvtr. Co., by T. E. Ibberson Co.

Cummings, N. D.—In the elvtr. of the National Elvtr. Co. Kewanee Dumps and Fairbanks scales are being installed. General repairs are also being made by T. E. Ibberson Co.

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**OHIO**

Mortimer, O.—W. O. Smith of Mt. Cory is the new mgr. of the Mortimer Grain Elvtr.

Grove City, O.—H. S. Horn has succeeded Mr. Youncey as mgr. of the Farmers Exchange Elvtr. Co.

Bowling Green, O.—A fire occurred at the Royce & Coon Co.'s grain elvtr. during an electrical storm. Loss \$25.

Ottawa, O.—Philip Maurer, formerly with the Ottawa Grain & Milling Co., expects to enter the flour jobbing trade here.

St. Paris, O.—The St. Paris Grain & Feed Co.'s elvtr., built by James Heaston of Payne, has recently been put in operation.

Haviland, O.—The Haviland Elvtr. Co. has recently sold out to Harvey Eikenberry of Van Wert, who has taken charge.—D. E. Horne.

Toledo, O.—Carl Goodeman, former grain customers' man with Snyder, Wilson & Co., became associated with J. S. Bache & Co., Sept. 15, in the same capacity.

Mark Centre, O.—J. C. Cruikshank disposed of the building to Henry Briskey, from whom we lease the building, so we are operating the only elvtr. at that point.—Stiefel & Levy, Ft. Wayne, Ind.

Cincinnati, O.—The Grain & Hay Exchange has established a branch inspection department at the Fairmount Elvtr. owned by Early & Daniel Co., in charge of Joe Tully, assistant chief inspector.

Cincinnati, O.—A receiver to take charge of the assets of the Trent Milling Co. is sought by the Monroeville Milling Co., which is a creditor upon a judgment for \$1,319.14, obtained last April.

Cincinnati, O.—L. B. Moser, recently associated with the stock and bond department of the Van Levenen & Reynolds Co., will rejoin the forces of the A. C. Gale Co., with whom he was formerly connected.

Millersville, O.—An automobile driven by the oldest son of G. B. Copley, mgr. of the Sneath-Cunningham Co.'s elvtr., was demolished by a Pennsylvania passenger train. The boy was not seriously injured.

Arcanum, O.—Arcanum Equity Exchange, comprising four points, Arcanum, Pittsburg, Jaysville and Verona, have asked for a receiver to wind up the business. Assets, \$93,000; liabilities, \$101,000.—D. E. Horne.

Cincinnati, O.—S. H. Gray, son of Ralph Gray of Ralph Gray & Co., southern representatives of the Ubiko Milling Co., has tendered his resignation to accept a similar position with the Perin-Brouse-Skidmore Grain & Milling Co.

St. Johns, O.—The St. John's Co-op. Co.'s elvtr. was destroyed by fire between midnight and four o'clock the morning of Sept. 18, with a large amount of grain, equipment and a tool shed. The elvtr. is managed by Willis Musser, who was unable to give the amount of loss or insurance as the papers were buried in the safe in the ruins.

Cincinnati, O.—The Transit Milling Co. has purchased the stock and interests of the Hawthorne Milling Co., including the elvtr. and warehouse and also the plant at Lawrenceburg, Ind. The officers are H. H. Luedeke, pres.; J. A. McManis, vice-pres.; W. M. Desmond, sec'y-treas., and Edward A. Fitzgerald and Edward Williams, general mgr. and superintendent.

Arcanum, O.—The John Smith Grain Co., a partnership consisting of M. M., C. M., H. D. and J. S. Smith, has taken over the John Smith Co. and will continue the grain business under the new firm name. The Smith Milling & Grain Co., consisting of M. M., C. M., H. D. and J. S. Smith, has purchased the plant of the Arcanum Milling Co. and after repairs are made will operate it as a flour and feed mill. A bleaching system is being installed.—C. M. Smith, mgr., John Smith Grain Co.

North Fairfield, O.—The property of the North Fairfield Farmers Elvtr. Co. was sold to J. J. Lavery, meat dealer, for \$2,590. Mr. Lavery has not decided what disposition will be made of the establishment. When the electric railroad ceased operating the elvtr. was left without transportation.

Findlay, O.—Mayor Harry Rodabaugh of Findlay fined Thos. C. Linger, manager of the Ohio Hay & Grain Co., \$50 for non-payment of a city water bill. Mr. Linger would not pay the fine, so the Mayor ordered him put in jail, where he was held for one day and night. Mr. Linger got even with the Mayor by starting a suit for false imprisonment, demanding \$10,000 damages, and a jury in common pleas court, Sept. 13, gave him \$119.20 damages for his involuntary sojourn in the lock-up.

**OKLAHOMA**

Tulsa, Okla.—Mail addressed to Producers Co-op. Co. has been returned.

Hugo, Okla.—The Modern Mlg. Co. increased its capital stock from \$20,500 to \$25,000.

Locust Grove, Okla.—The Heaslet Milling Co.'s flour mill burned recently. Loss \$10,000.

Enid, Okla.—Mail addressed to the Olson Brokerage Co., has been returned "unclaimed."

Locust Grove, Okla.—The Heaslet Milling Co.'s Flour mill burned recently. Loss \$10,000.

Watonga, Okla.—The elvtr. of the Oklahoma City Mill & Elvtr. Co. was damaged by fire due to an electric hazard Sept. 6.

Afton, Okla.—H. G. Livingston has concluded the organization of the Afton Milling Co. and the flour and feed mill recently rebuilt, is now in operation.

Yukon, Okla.—A delay on the part of the State Warehouse Commission in executing plans for storing wheat in grain elvtrs. was due to the delay of bankers in announcing whether State warehouse receipts can be handled. No wheat has yet been placed in the elvtr. of the Yukon Mill & Grain Co.

**OREGON**

Klondike, Ore.—The Klondike Farmers Whse. Co. is not at present in business.

Portland, Ore.—Sherman C. Draper, formerly with M. H. Houser, is now in charge of the grain department of the Albers Bros. Milling Co.

Pendleton, Ore.—J. D. Roberts has succeeded Mr. Ostroot as mgr. of the Pacific Coast Elvtr. Co., Mr. Ostroot having been transferred to Portland as assistant grain buyer.

Portland, Ore.—At the hearing called by the state market agent at the request of the millers and grain dealers Agent C. E. Spence admitted he had made a mistake in figuring the cost of manufacture of a barrel of flour at 25 cents. Frank Shull of the Portland Flour Mills Co. and Jos. Ganong of Kerr, Gifford & Co. gave the agent reliable data on margins of profit but Mr. Spence seemed too ignorant of accounting and bookkeeping to grasp the problem and preferred to base his theories upon the bid prices for grain as quoted on the Merchants Exchange, and so far has failed to accept the invitations of millers to visit their offices and obtain exact figures from their books of the cost of wheat and the cost of manufacture of flour.

**PENNSYLVANIA**

Philadelphia, Pa.—Earle W. Roak has been appointed by E. K. Lemont & Son as their eastern Pennsylvania representative.

Philadelphia, Pa.—George G. Pierie, who was sec'y of the Commercial Exchange in 1866, which position he held for some time, died Sept. 9.

Newberry, Pa.—The Goods City Mills has incorporated. Incorporators, Daniel P. Winner, Joseph W. Franck, Howard G. Gessler and Norman S. Caldwell.

Philadelphia, Pa.—The following have been elected to membership in the Commercial Exchange: the Pere Marquette Railway Co. and John C. Anderson, grain and feed merchant.

Pittsburgh, Pa.—John D. Greybill, aged who owned and operated the flour mills J. D. Greybill & Son and is now vice-pres. Hoffer & Gorman, Inc., received a badly bruised head when struck by a street car recently.

**SOUTH DAKOTA**

Crandon, S. D.—G. G. Stahl is building new elvtr. here.

Roswell, S. D.—The Farmers Elvtr. Co. has reorganized and opened for business.

Harrold, S. D.—The elvtr. of the Hoese Lueth Grain Co. has been opened for business.

Artesian, S. D.—Farmers Grain Co. removing the large warehouse attached to east elvtr.

Clark, S. D.—An electric motor and electric lights have been installed in the elvtr. of the Atlas Elvtr. Co.

Watertown, S. D.—The Farmers Elvtr. Co. here has gone out of business. J. F. Sank has leased the property and will operate the business as The Purity Coal Co.

**SOUTHEAST**

Elkins, W. Va.—The elvtr. operated by Darden burned on Sept. 14. The stock was a total loss.

Norfolk, Va.—The two grain galleries at the municipal elvtr., being constructed at a cost of \$300,000, will be completed by Oct. 1.

Richmond, Va.—H. O. Gates, who for the past 37 years has been in the grain business, recently became associated with C. F. Morris & Co.

**TENNESSEE**

Memphis, Tenn.—Fire in a warehouse destroyed hay, salt and grain belonging to W. Brown & Co. and Davis & Andrews valued \$30,000. The stock of feedstuffs of E. E. Anderson & Co. was slightly damaged. Loss covered by insurance.

**TEXAS**

Fort Worth, Tex.—We are discontinuing our office here.—Rothschild Grain & Commission Co.

Fort Worth, Tex.—The new \$95,000 warehouse of the Fort Worth Elvtrs. Co. has been completed.

Valley View, Tex.—The elvtr., operated by the Alliance Mlg. Co., was totally destroyed by fire on Aug. 14.

Howe, Tex.—The Howe Grain & Mlg. Co. is erecting a building of 5,000-bus. capacity for the storage of corn.

San Antonio, Tex.—The Blue Star Elvtr. Co.'s corn sheller was destroyed by fire recently. Loss, \$5,000.

Fort Worth, Tex.—The Transit Grain Commission Co. has increased its capital stock from \$5,000 to \$10,000.

Bowie, Tex.—The Bowie Grain & Cotton Exchange recently incorporated. W. R. Ayres, pres., and T. P. Evans, sec'y-treas.

Mineola, Tex.—Mineola Grain Co., incorporated; capital stock, \$10,000. Incorporators, F. Steed, W. G. Russell and Fred Steed.

Ft. Worth, Tex.—I have now taken active charge of all trading of the Transit Grain & Commission Co. We are now representing the Armour Grain Co. in Texas.—Leo Potishman, Mgr.

Wichita Falls, Tex.—J. G. Jones, first general mgr. of the Wichita Mill & Elvtr. Co., who later removed to Colorado, establishing the Jones Grain Co., died recently. He retired from business two years ago at the age of 65.



Ft. Worth, Tex.—We began operation of our new concern Sept. 10, doing a commission business strictly.—Young Davitte, Federal Commission Co.

Vega, Tex.—Reddie Harwell bot the shares of H. R. and V. F. Shields, 50% of the stock of the Farmers Elvtr. & Storage Co. and will act as mgr.

Beaumont, Tex.—The Josey-Miller Co. intends building a 600-bbl. flour mill provided the proposed new Waco, Beaumont, Trinity & Sabine railroad becomes a reality.

## UTAH

Richfield, Utah.—The Richfield Roller Mill's 75-bbl. mill burned recently with a total loss and very little insurance.

Salt Lake City, Utah.—Construction work is under way on the mill of 800-barrel capacity, being built by the Colorado Milling & Elvtr. Co., of Denver.

Tremonton, Utah.—The Tremonton Milling Co. recently incorporated after the mill property was closed down some months ago following the foreclosure of a mortgage. Alf. Michaels of Garland, for many years with the Garland Milling Co., will manage the mill, and operations will begin shortly. The directors are R. C. Harris, John P. Holmgren, L. C. Christensen, J. L. Weidman and K. H. Fridal.

## WASHINGTON

Auburn, Wash.—E. W. Murphy is building a warehouse 60x150 feet.

Rosalia, Wash.—J. A. Henning, grain dealer of Thornton, is agt. for Strauss & Co. here.

Pine City, Wash.—L. F. Nihaul, grain buyer for the Milwaukee Grain Elvtr. Co. of Seattle has been transferred to Malden, Wash.

Malden, Wash.—L. F. Nihaul, grain buyer for the Milwaukee Grain Elvtr. Co. of Seattle has been transferred here from Pine City, Wash.

## WISCONSIN

Randolph, Wis.—David Davis has purchased the grain elvtr. of David G. Jones, who retired because of ill health.

Milwaukee, Wis.—Spearman & Co. have removed their offices to a new location and E. J. Koppelkam now is associated with the firm.

Superior, Wis.—William Bradley, a veteran railroad man, has succeeded Ray J. Nye as a member of the Wisconsin grain and warehouse commission, his term expiring Feb. 1, 1926.

Chippewa Falls, Wis.—The Farmers Produce Co. has let contract to T. E. Ibberson to build and equip a new elvtr. and warehouse to replace the plant which burned several weeks ago.

Milwaukee, Wis.—The following have been admitted to membership in the Chamber of Commerce: C. A. Sorenson, Anthony J. Hinton of the W. M. Bell Co. and Frank E. Gulick of Chicago.

AUTOMOBILE travelers and campers who are far away from any icehouse can supply themselves with cold water and keep foods cool, if they have the *flax*-covered cooling chest now on the market. Bags made of *flax* have long been used by the desert people to keep water cold. The *flax* allows tiny beads of the water to seep out through its pores and pass off into the air. This robs the wall of the chest of heat, and thus lowers its temperature. The cooling chest has a steel box inside a *flax*-duck cover. There is enough space between cover and box to hold 4 gallons of water which is cooled by the evaporation. Food placed in the box will be kept cold by the water around it. Clamps are placed on the chest so that it can be fastened to the running board of an automobile.—Popular Mechanics.

## Supply Trade

MIDDLETOWN, O.—The American Rolling Mill Co. has received word that its Tokio representative, M. W. Moss, was safe.

TRYING to run a business without advertising is like running a car without oil; it may start all right but it will start to speak before you finish the trip.—Andy Gump.

OPTIMISM is a state of mind. Thinking that there is no business results in none. There is never any for those fellows. For no nerve, no stocks, no advertising always spell NO business. And when what they deliberately plan for comes true, they set up a howl. Conditions vary; business is better at some times than others; but it is always better with the optimist.

CHICAGO, ILL.—Having been found guilty of conspiracy to restrain the sale and installation in Chicago during 1919, 1920 and 1921 of sash, doors and millwork from outside open shops 10 milling companies, 11 of their officials and fifteen members of the carpenters' union were fined by Federal Judge Cliffe Sept. 22 amounts ranging from \$50 to \$5,000 each, plus the costs.

The first rice crop in the Swatow District of China has been harvested and is only about a 60 per cent normal one. Rice destroying insects appeared in the western part of the District and caused tremendous losses, resulting in only a 55 per cent crop. In the Choochowfu and Kaying sections the harvest was fairly abundant one.

## New Model Jay Bee Mill.

The new model "T" Jay Bee Feed Mill with its exclusive grinding principle, has been accepted by many millers, customer grinders and mixed-feed manufacturers as the solution to their grinding problems. The fact that it contains no burrs, knives, gears or rollers have placed it in a class by itself.

The principle of grinding used in the "Jay Bee," that of grinding in the air or in suspension, is an exclusive feature and accounts for the long life of the mill and the low upkeep. It is claimed that some Jay Bee Mills have ground as much as 100,000 bushels of grain without a penny being spent for repairs.

As the material to be ground enters the mill over the feed table, it is struck a shattering blow by a powerful battery of hammers. The pulverizing takes place entirely in the air by being struck by these hammers. No metal can touch metal. Behind every hammer at every revolution there is a crushing force of over 3,000 pounds. Multiply this by 3,000, the speed per minute, and again by 60, the number of hammers in a No. 5 Jay Bee Mill, and you will begin to realize that when a bushel of grain is fed into the mill, that something is going to happen. Over 500,000,000 pounds of crushing force are used in every minute of operation—every pound of which is utilized in crushing and pulverizing the material.

The "Jay Bee" Mill, being practically all steel, is light and has no defective castings to give way just when you want to use the mill. A perfectly balanced shaft and hammer assembly running in S K F Double Roll Ball Bearings, eliminates vibration and prevents overheating.

Another outstanding feature of the "Jay Bee" is its ability to grind or pulverize any material that is grindable. It will grind alfalfa, clover, corn stalks, snapped corn, sheaf oats, and such roughage crops. It will grind any material as fine as desired without heating it, there being just two degrees difference in the temperature of the material when it comes out finely ground and when it goes in. This makes it the ideal mill for the making of dairy and poultry feeds as well as grinding for the public. It is made by the Bossert Corporation.

# HESS

## GRAIN DRIERS CONDITIONERS

### Moisture Testers and Accessories

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## Clark's Wagon Load Grain Tables

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show the reduction of any weight of grain from 100 to 4090 pounds by ten pound breaks, to bushels of 32, 48, 56, 60 70 and 72 pounds.

Six tables printed in two colors, on both sides of three cards, size 5½ x 10½ inches. Price 65 cents, postage 4 cents.

GRAIN DEALERS JOURNAL  
309 So. La Salle St. CHICAGO, ILL.



## Feedstuffs

COZAD, NEB.—T. J. Hughes & Son have taken over the alfalfa mill.

BRANDENBURG, KY.—Warden C. Bennett has engaged in the feed business.

ARCADE, N. Y.—R. E. Little has purchased the feed mill of Chas. Buchman.

EAST PEMBROKE, N. Y.—A feed mill is being built by E. A. Seamans & Son.

BUFFALO, N. Y.—The H-O Co. has appointed Paul R. Webb director of sales.

EAGLE RIVER, WIS.—Ewald Bros. are erecting a feed store of concrete blocks.

SMITHWICK, S. D.—Merchants are interesting themselves in the establishment of an alfalfa mill.

WICHITA, KAN.—The Arkansas Valley Feed & Grain Co. has been incorporated with \$25,000 capital stock.

WILMINGTON, DEL.—The Betts Feed Mills has been incorporated with \$200,000 capital stock, by M. L. Rogers.

ROCKWOOD, TENN.—A wholesale feed business will be conducted in the Hall-Fritsche bldg. now under construction.

MARTINSVILLE, IND.—New feed mill machinery has been installed by the B. E. Thornburgh Milling & Elevator Co.

DAVENPORT, IA.—The Teske Flour & Feed Co. recently opened its fourth store in this city, and will put in grinding machinery.

INDIANAPOLIS, IND.—The directors of the Indiana Grain Dealers Ass'n are considering the admission of feed dealers to membership.

HAWKINS, WIS.—Geo. E. Paulson of Ladysmith has purchased the feed, mill, elevator and warehouse of the Bates Flour & Feed Co.

CHICAGO, ILL.—The American Hominy Co. has registered the words "Atta Boy" as a trade mark, No. 178,489, for poultry feeds and mash.

LA PRAIRIE, ILL.—L. N. Lester, who went thru bankruptcy recently, has repurchased his feed mill from the court and reopened the plant.

NEW ORLEANS, LA.—The Anheuser-Busch Co. has engaged in the corn products business here with J. S. Waterman & Co., as representatives.

ST. LOUIS, MO.—The Armour Grain Co. has closed the cereal department at this city and will handle the cereal business out of the Chicago office.

CHICAGO, ILL.—The Quaker Oats Co. has registered the words "White Star" over a star, as trade mark, No. 174,918, for farinaceous stock feeds.

CLAY CITY, IND.—We intend to install machinery for the manufacture of commercial feeds within the next six months. We bot the business of Arthur Maegerlein Jan. 1, 1922, and have added to the storage capacity. We have a 100-bbl. mill on which we grind only soft winter wheat.—Geabes Bros.

### Exports of Feedstuffs.

Exports of feedstuffs during July, compared with July, 1922, and for the seven months ending with July, were reported by the Bureau of Foreign and Domestic Commerce as follows:

	July 1923	July 1922	7 mos. ending July 1923	7 mos. ending July 1922
Bran and middlings, tons	55	314	1,525	6,534
Cocoanut cake, lbs.	1,684,544	1,573,940	7,359,167	1,096,129
Corn cake, lbs.	1,106,735	400,853	23,038,889	28,243,816
Cotton seed meal, lbs.	1,122,450	841,350	28,335,280	7,994,524
Linsed meal, lbs.	57,133,751	26,147,823	361,691,123	217,015,530
Millfeed, tons	490	5,743	7,733	16,827

CLEVELAND, O.—The Lake Shore Elevator Co. has registered the words "Lake Shore" in a circle as trade mark, No. 177,562, for all kinds of animal feed.

MILWAUKEE, WIS.—Thos. B. Mercer, who has been representing feed manufacturers in Wisconsin, has engaged in business on his own account as a feed broker.

MINATARE, NEB.—The Farmers Co-op. Union is having installed a combination cereal mill with 10 bins and several stands of small elvtrs. by W. H. Cramer Construction Co.

ST. LOUIS, MO.—Anheuser-Busch, Inc., has expended \$1,000,000 in equipping three buildings of its former brewery for the manufacture of glucose and soon will be grinding 5,000 bus. of corn daily.

OMAHA, NEB.—The Omaha Alfalfa Milling Co. has filed a voluntary petition in bankruptcy, scheduling \$289,590 liabilities and \$442,000 assets. Mrs. C. D. C. Jewett of Omaha was named receiver.

KANSAS CITY, MO.—Machinery is now being installed in the new feed plant of the Ralston Purina Co., the hay grinding house of which recently was completed by the Jones-Hettelsater Const. Co.

MILWAUKEE, WIS.—The name of the Parry Products Co., operating a large feed mill here, has been changed to the United Feed Dealers, Inc., Thomas W. Parry remaining as general manager, sec'y and treas.

NEW LEBANON STA. (GENOA P. O.), ILL.—The Elgin Flour & Feed Co., of Elgin, Ill., has purchased the 20,000-bu. elevator, lumber yard and coal shed of the Armour Grain Co. at New Lebanon station on the C. M. & St. P.

FALLS CITY, WASH.—The Falls City Mill & Feed Co. will be incorporated soon with \$25,000 capital stock all paid up, by C. D. Francis and H. P. Glass who are building a warehouse 50x130 ft., on the Northern Pacific Railroad, to be equipped with machinery costing \$5,000.

WENDELL, IDA.—The plant of the Crane Creek Sheep Co. will be equipped with machinery to handle grain and feeding syrup as well as alfalfa. J. M. Scoblic, constructing engineer for the Grain Belt Mills of St. Joseph, Mo., has been employed to design the new equipment.

MINNEAPOLIS, MINN.—The uniform trade rules covering transactions in feeding stuffs were discussed by the conference here Sept. 6 and 7 called by E. C. Dreyer of St. Louis, pres., and C. J. Wehmann, sec'y of the United States Feed Distributors Ass'n. Several mill representatives and feed jobbers were present.

MT. VERNON, IND.—The large plant of the American Hominy Co. was totally destroyed by fire on the night of Saturday, Sept. 15. The fire was discovered in a corn crib at 11:40 p. m. by the night watchman, and spread to the mill building, 140x100 feet, of brick. There was no corn on hand, but it was planned to start the mill in a few days with a force of 75 men. Since July 9 the plant has been shut down to make repairs which had cost \$10,000. Loss, \$200,000; fully insured. J. H. Genung was mgr. of the plant of the company which has its headquarters at Chicago with Geo. A. Chapman, pres.

MINNEAPOLIS, MINN.—H. G. Zozral, specialist of the University of Minnesota recommends the feeding of rye as a substitute for corn. He says: "About 102 pounds of rye have given the same results as 100 pounds of corn. The composition of rye would indicate its superiority in feeding qualities to those of corn, but in actual experimental work it fails to measure up to corn. Because rye is not as palatable as corn, hogs will not consume as much. Rye is harder to masticate than some other grains and should be ground or rolled for the best results. It is not as good a feed for either hogs or cattle as it is for fattening hogs, but by mixing it with more palatable cereals, such as corn and oats, it may be satisfactorily fed, the university specialists declare. Rye fed alone is likely to cause more digestive troubles than other cereals."

EUGENE, ORE.—The Farmers Union will increase its capital stock from \$5,000 to \$15,000 and establish handling stations at Cottage Grove and Creswell, Ore., in buildings to be leased. The feed mill which the union took over last spring is doing a large business and will be equipped with additional machinery.

KANSAS CITY, MO.—Three creditors of the Kornalfalfa Feed Mill Co. have requested the federal court to appoint a receiver. The Chas. Bag Co. has a claim for \$3,981, H. H. Hurst a note for \$5,000, and G. J. Cannon also a note for \$5,000. James W. Anderson is pres. of the company, W. B. Young vice-pres., Robert Penny, sec'y.

THE ANNUAL meeting of the U. S. Feed Distributors' Ass'n will be held at Des Moines, Ia., Oct. 1, 2 and 3. On Sunday afternoon preceding the executive com'tee will meet. Monday and Tuesday mornings will be spent in threshing out trade rules. On Tuesday morning officers will be elected and in the afternoon of that day a joint meeting will be held with the Grain Dealers National Ass'n.

OKLAHOMA CITY, OKLA.—The percentage of different ingredients in mixed feeds are subject to the regulation of the State Board of Agriculture under the state law, and the Board has made a rule that alfalfa-molasses feed must contain at least 25 per cent molasses and not more than 24 per cent crude fiber. The feed division recently refused a permit to register a feed containing more than 24 per cent fiber and the M. C. Peters Mill Co., of Omaha, Neb., which made the application and which intended no deception thereby declares the law is unconstitutional and may go into court to test the law.

OBJECTIONS by the millers to the rules of the Washington State Dept. of Agriculture will be presented at an early hearing. One ruling is that the product obtained in the manufacture of rolled oats, oat groats or oatmeal, other than the groat, shall be called oat hulls, and that it will be unlawful to include this product in any concentrated commercial feedingstuffs. Another rule objected to is that wheat mixed feed with ground grain screenings not exceeding millrun is either wheat mixed feed with the whole millrun of screenings, not to exceed 10 per cent, or wheat mixed with feed with a portion of the millrun of screenings, provided that such portion is not an inferior portion thereof and that if screenings are added to mixed feed it shall be stated on the face of the sack or on an accompanying tag, in type two inches in height, of equal size and prominence as the name of the product with which they are mixed.

### Illinois and Wisconsin Feed Dealers Meet.

The Illinois and Wisconsin Millers and Feed Dealers Ass'n held its annual meeting at Delavan, Wis., Sept. 4, with many dealers in attendance from neighboring states.

John M. Kelley spoke on the "Drink More Milk" campaign, and Paul Mehl told how the feed dealers of Connecticut had successfully met the competition of non-profit organizations.

E. F. Meyers was elected pres. and H. H. Bosshard sec'y. The next annual meeting will be held at Madison, Wis.

### Necessity of Proper Feeding.

Grain, hay and feed men are joining with college experts and dairy associations in bringing before the farmer the absolute necessity of proper feeding if maximum production is to be attained.

Success in the proper handling of milk cows, it is declared, lies in making the animals consume enormous quantities of feed and to turn this feed to abundant milk production. Good dairy cows consume more food than any other farm animals. Forty pounds of silage, fifteen pounds of hay and fifteen or twenty pounds of grain a day is not an unusual consumption.



The cow consuming that much is far more profitable than the cow consuming half as much. Too much cannot be said, declare the experts, on the importance of proper feeding with a perfectly balanced ration.

"Developments in the science of nutrition in recent years have been exceedingly rapid," declared Prof. F. B. Morrison of the Wisconsin College of Agriculture. "But the field of study still is unlimited. There should be closest association of agricultural college men with the farmers for the study of nutrition problems."

## Improved Wagon and Truck Dump.

The R. C. Stone Engineering Co. has recently patented a wagon and auto truck dump which is operated by compressed air. This dump has been subjected to many tests and improvements and is now being placed on the market.

Provisions must be made by the elevator manager to accommodate the auto truck. In installing a dump of this kind there are other features which are of interest and which the elevator operator has long desired.

The new Stone dump will accommodate any make of auto or wagon, either long or short, wide or narrow. You may drive in from either end of the driveway and dump not only into one sink or a partitioned sink, but into any number of sinks, thereby utilizing the full space under the driveway floor for the storage of grain.

It is advisable to keep separate the various kinds and grades of grain, and fill the entire capacity of receiving bins underneath the driveway floor before making a transfer of grain to the elevator storage bins.

The Stone dump is entirely above the driveway floor, thereby reserving all space underneath for the storage of grain. It is complete and can be placed in the driveway like a piece of furniture in your home, without the trouble and expense of practically building a house around it. To install, it is only necessary to bolt two runway channels to the ceiling of driveway, hang the complete dump onto these channels, then screw air connections together and make belting connection between air compressor and source of power. The dump is now ready for use.

Any truck may enter the driveway from either end, seating the front wheels of the truck or wagon on the cast steel lifting yoke, then slightly raise front wheels seated in lifting yoke by a slight pull on "lift" chain. The vehicle can now be moved forward or backward until the rear end of the vehicle is over the driveway sink door into which you wish to dump the grain. Then pull "lift" chain which operates cylinder and raise to the desired height the cast steel yoke and the front wheels—the grain is dumped. Pull "down" chain and the vehicle is lowered gently and with ease to the floor level. The dump is now ready for the next wagonload of grain to be dumped into either the same sink or any other sink that dealer wishes to dump into.

This dump is an efficient and finished machine made entirely of steel. It was designed by mechanical engineers familiar with grain elevator construction and the problems of the grain man.

BEFORE the war Russia was the principal rye-exporting country of the world. During the period from 1909 to 1913 the average net annual exports of Russia, together with Germany, Austria-Hungary, Bulgaria, and Rumania, amounted to 73,000,000 bushels. With Russia practically out of the market and Germany importing rather than exporting rye, the United States and Canada have become the chief sources of rye for the importing countries of Europe. The combined exports of rye, including rye flour, from these two countries during the fiscal year ending June 30, 1923, aggregated 60,800,987 bushels.

## Oat and Barley Separations.

Elevator operators, especially those handling barley, have always experienced a great deal of trouble in making a clean-cut separation between oats and barley. As a general thing this separation has been attempted on either ring graders or needle machines, and while some machines will give good, clean, large barley, yet the throughs always contain quantities of small barley in addition to the oats, and if the spacing of the rings is close enough to prevent barley from going with the oats, a great many oats will go with the barley, and on the other hand, if a wide spacing is used on the rings, a prohibitive amount of barley is lost with the oats.

A few special machines have been built in an effort to reclaim good barley from the barley screenings. Reports have recently come to us regarding the use of the Carter Disc Separator for reclaiming barley from oats. The Carter Mayhew Mfg. Co. has developed a special type of Disc Separator for meeting this demand, and the machine is made with indentations in the discs of a size that will pick up the barley and reject the oats, and very favorable results are being obtained with these machines by many of the largest malting and barley handlers.

The elevators handling barley are equipped with either needle screens or ring graders, and experience shows that these should have a spacing of 4 1/2 to 5/64ths. In fact, some elevators are using spacings as large as 5 1/2/64ths and separating by means of Disc Separators, all of the barley from the throughs of this spacing. By using a spacing as wide as 5 1/2/64ths, a great deal more barley will go through with the oats, and this would be prohibitive were it not for the fact that the Disc Separator will reclaim the barley from the oats.

Needle screens or rings grade the grain on the basis of a width separation, while Disc Separators grade on the basis of length separation. It would seem that the Disc Separator would not separate oats and barley when an oat and a barley, for instance, were of the same length, but due to the fact that the barley is heavier than the oats, the barley will lodge in the pockets and be discharged, and the machine will tail out the oats.

In some cases, especially in cleaning oats from small barley, the operators find it advisable to put the whole stream through the Disc Separator instead of using needles or rings for scalping off the large barley, but as a general thing it is found advisable to use rings or graders ahead of the Disc Separator.

## AFFIDAVIT OF WEIGHT

This form is used to make a sworn statement of the amount of grain loaded into a car.

Fifty affidavits in duplicate are bound into a book, size 5 1/2 x 8 1/2 inches, printed on bond paper, with manila duplicates and two sheets of carbon, well bound in press board. Originals are machine perforated so they may be easily torn out. Each blank contains the following information:

..... being duly sworn, on his oath, says that on the ..... day of ..... 192...., he, acting as agent for ..... at ..... in the State of ..... carefully and correctly weighed ..... draughts on ..... Hopper, ..... Automatic, ..... Wagon, ..... Track Scales amounting to ..... lbs. equal to ..... bushels of No. .... and loaded direct or thru bin to car No. .... Initial .... for shipment to Messrs ..... at ..... in the State of ..... and that said car was in ..... condition and properly sealed when delivered to the ..... Railroad; with space for notary public.

Order Form 7AW, weight 1/2 lb. Price 75 cents.

GRAIN DEALERS JOURNAL  
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## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

G. N. 11299 east bound passed thru Towner, N. D., Sept. 17th, 3:10 P. M., leaking wheat at side. No chance to repair. E. I. Ferguson, agt., Andrews Grain Co.

I. C. R. R. 38743 going north thru Kankakee, Ill., Sept. 5th, 11:30 a. m., leaking corn.—Kankakee Farmers Grain Co., W. A. Pegram.

C. B. & Q. 103564 passed thru Venango, Nebr., leaking at door post.—Farmers Union Co-op. Grain Co., Sept. 1.

C. B. & Q. 99663 passed thru Venango, Nebr., leaking at door post.—Farmers Union Co-op. Grain Co., Sept. 1.

N. & W. 67328 passed thru Atkinson, Ind., Aug. 31, leaking oats at side door. Car was sealed. No chance to repair.—Atkinson Grain Co.

Erie 110520, loaded with yellow shelled corn at Swan Creek, Ill., passed thru Roseville, Ill., Aug. 29 leaking thru siding which was loose at sill. No chance to repair.—Isaac C. Pratt.

C. M. & St. P. 78930, loaded with oats, was set out at Whittemore, Ia., Aug. 27, on account of sheathing being loose about four feet on one side. Section foreman nailed as best he could.—O. J. Kaschmitter.

C. & N. W. 137466 passed thru Gilbert, Ia., Aug. 25, leaking yellow corn at side door.—G. D. Mabie, G. D. Mabie Grain Co.

C. P. 88080 passed thru Oakville, Ia., Aug. 25 at 11:30 a. m. leaking corn at door post. Writer repaired while train was switching.—C. A. Johnson, Oakville Grain Co.

N. P. 25587 passed thru Detroit, Minn., Aug. 24, leaking wheat very badly at door post. No chance to report to the crew.—S. B. Coyle, mgr., Detroit Elevator Co.

M. P. 16009 passed thru Fidelity, Ill., on C. P. & St. L. train No. 21, Aug. 23, leaking at K bolt.—W. K. Dodge, mgr., Fidelity Co-op. Grain Co.

C. R. I. & P. 40436 passed thru Superior, Ia., Aug. 18, leaking oats at door post. Was not noticed till freight pulled out so could not repair.—R. L. Friend, mgr., Superior Farmers Elevator Co.

C. B. & Q. 119676 passed thru Roseville, Ill., Aug. 10, north bound and leaking wheat at the door post. We could do nothing to stop it.—Isaac C. Pratt.

## Scale Ticket Copying Book

Contains 150 leaves of scale tickets, four to a leaf. Each leaf folds back and with the use of a sheet of carbon makes a complete and perfect copy of the original on the stub which remains. The original tickets form the outer half of page, so the removal of any ticket does not release the others.

Each ticket has space for the following record: No., Date, Load of, From, To, Gross lbs., Tare lbs., Net lbs., Net bu., Price per bu., Test, Man On-Off, and Weigher's Signature. Size 9 1/2 x 11 inches. Printed on good paper. 5 sheets of carbon. Order Form No. 73, \$1.35; weight 3 lbs.

Grain Dealers Journal  
309 So. La Salle St., Chicago, Ill.



## Grain Carriers

SOY BEANS now take a special rate obtained last spring by the Indiana Grain Dealers Ass'n, the same as on bulk wheat.

A CARGO of No. 2 hard winter wheat was loaded at Chicago Sept. 14 for shipment to Duluth to go to a Minneapolis mill, said to be the first shipment of the kind on record.

ABANDONMENT by the C., M. & St. P. R. R. Co. of parts of its branch lines in Sargent County, North Dakota, has been authorized by the Interstate Commerce Commission, as the lines failed to earn the cost of maintenance.

LOUISVILLE, KY.—The Chesapeake & Ohio Railroad Co. filed suit recently against S. Zorn & Co., Bingham-Hewett Grain Co., Callahan Bros. and H. Verhoeff & Co., for \$12,337.63, representing undercharges on grain shipments.

THE FIRST electrically driven ship to pass thru the Welland Canal is the new vessel, Twin Ports, which cleared Sept. 13 from Buffalo for New York. A similar vessel, the Twin City, will soon leave Ashtabula, Ohio, on its trial trip.

THE CANADIAN department of marine and fisheries has issued notices to mariners on the Great Lakes that closing of navigation this year is officially set for 6 p. m., December 14, when the Sault Ste. Marie canals will be closed for the season.

CLAIMING that wheat shipped on the export rate is being sold in domestic channels, Minnesota millers are objecting to the 7-cent differential rate on export wheat, under domestic wheat, shipped from Montana to Seattle, Tacoma and Portland.

WASHINGTON, D. C.—Readjustment rather than reduction of freight rates was proposed at a meeting recently of the rates com'tee of the United States Chamber of Commerce, for consideration at the forthcoming general conference on transportation.

INTEREST on freight in transit in the United States amounts to \$90,000,000 annually, at 6%. A reduction of the time in transit one day saves \$18,000,000. An average of 20,000,000 tons of freight is standing in cars or in motion at all times. Four million tons of traffic originates daily.

THE TEXAS Grain Dealers Ass'n is greatly disappointed at the action of the Interstate Commerce Commission in granting the carriers' petition for a delay in the effective date of the reduced rates of 90 days, to Dec. 9, in the southeastern rate case, I. C. C. Docket No. 12699.

SANDUSKY, O.—Gallagher Bros. of this place bot the 25,000 bus. of good wheat on board the two barges that went aground in Lake Erie off the Sandusky Harbor entrance while enroute from Toledo to Buffalo. Considerable more wheat was so badly water soaked as to be worthless.

CHICAGO, ILL.—The annual meeting of the National Industrial Traffic League will be held at the Hotel Sherman, Chicago, Wednesday and Thursday, Nov. 14 and 15. The executive com'tee will meet Nov. 12 and 13. Application has been made for a reduced rate of fare on the certificate plan.

THE Interstate Commerce Commission has suspended until Jan. 19, proposed restrictions in the routing of grain from Missouri Pacific stations to Texas points, which would have had the general effect of preventing such grain leaving the rails of the Missouri Pacific at Missouri river markets.

THE 2-cent increase in rates on grain from Lake Michigan ports, provided in supplement No. 2 to I. C. C. 54 of the Great Lakes Transit Corporation, effective Sept. 10, went into effect, the Interstate Commerce Commission refusing to suspend the tariff as requested by the Chicago Board of Trade.

BUFFALO, N. Y.—One of the Eastern Steamship Co.'s new boats being built in England, the Norman P. Clement, may not be delivered this season on account of the shipyard strike. Another of the new steamers, the W. T. Nisbet, is now on the way over. Nisbet Grammer has recently returned from a trip to England in the interests of the company.

LINCOLN, NEB.—Representatives of the Burlington, Union Pacific, Missouri Pacific and Northwestern railroads have been summoned to appear before the Nebraska railway commission Oct. 2, to discuss readjustment of grain rates into Omaha. Present rates are reported to be inequitable growing out of the reduction made in eastern Nebraska rates several months ago.

THE C. & O. tariff I. C. C. No. 9771 and 9778, proposing a back haul charge of 2.5c on grain, grain products, or feed, originating in C. F. A. and W. T. L. territories, delivered to the C. & O. at junction points west of Huntington, W. Va., for transit at Huntington, and back hauled to Catlettsburg, Ky., for delivery to points on the Big Sandy division of the C. & O. has been ordered suspended from Sept. 5 to Jan. 3, in I. & S. Docket 1904.

ON SEPT. 7 railroads had 67,651 surplus freight cars in good repair, an increase of 1,092 over the Aug. 31 total, according to the American Railway Association. Of the total, 13,501 were coal cars, an increase of 9,579. Surplus box cars numbered 45,245, a decrease of 6,677. Car shortage Sept. 7 amounted to 10,211, an increase of 770 cars since Aug. 31. Of the total, 5,595 were coal cars, an increase of 704, and 2,936 were box cars, an increase of 314.

VANCOUVER, B. C.—The railroad companies will continue the permit system for grain going to this port. This method of handling the wheat is to protect the elevators against anyone blocking them with speculative wheat, to the disadvantage of shippers actually wishing to move the grain. Under it, no railroad will order wheat forwarded to Vancouver until it is assured that space has actually been booked on a ship to take it away within a reasonable time.

THE PACIFIC Grain Co.'s complaint against demurrage charges assessed by the Oregon-Washington Railroad & Navigation Co. was dismissed by the Interstate Commerce Commission July 20. The Commission held applicable the tariff rule governing free time accorded export traffic at Albina, Oreg., in September and October, 1918, and demurrage charges assessed thereunder on numerous carloads of grain shipped from points of origin in eastern Washington and elsewhere to Albina.

At the hearing Sept. 10 at Chicago on the proposed thru rates on grain from points on the Chicago Great Western and C. M. & St. P. to Texas destinations, J. A. Kuhn, traffic mgr. for the Omaha Grain Exchange, stated that the proposed M. K. & T. tariff would divert grain thru the Kansas City gateway. Joining in the objection were J. S. Brown, representing the Chicago Board of Trade; E. G. Wylie, Des Moines Board of Trade; J. L. Bowlus, Milwaukee Chamber of Commerce; R. F. Willett, Atchison Board of Trade, and H. C. Wilson, Sioux City Chamber of Commerce.

THE INTERSTATE Commerce Commission has fixed Oct. 15 for the hearing at Des Moines of the case of the Des Moines Board of Trade and Greater Des Moines committee against the Des Moines & Central Iowa railroad and all other railroads in Iowa and Texas. It involves the rates on grain and grain products to Texas points. Leo J. Flynn, formerly of Waterloo, of the legal staff of the commission, will conduct the hearing. The proceeding involves the proportional and local rates from Des Moines to Texas, which rates now in force the Des Moines Board of Trade and Greater Des Moines Com'tee allege to be unjust, excessive, unreasonable and discriminatory and unduly preferential to their competitors. They also charge that it is in violation of the act to regulate commerce. The Des Moines to Fort Worth

rate on corn per 100 pounds is 45½ cents, while the St. Louis to Fort Worth rate is only 35 cents, there being a difference of 10½ cents for a distance of eight miles. To make another illustration, the Rock Island route from St. Louis to Fort Worth is seventy-two miles longer than the route via Rock Island from Des Moines to Fort Worth. Yet Des Moines shippers must pay 10½ cents more per 100 pounds than the St. Louis shippers. A similar scale of rates applies in all other commodities placing Des Moines at a disadvantage.

### The Texas Grain Rate Situation.

For the hearing at Austin, Tex., Oct. 1 at Oklahoma City, Okla., Oct. 10, members of the Texas Grain Dealers Ass'n have been given a comprehensive statement of the condition by H. B. Dorsey, sec'y, from which the following is taken:

When I first engaged in the milling business early in 1897 on investigation I found that the Carriers of their own volition had fixed a rate basing what is termed the Group Basis for interstate rate and the Common Point Basis for state or intra-state rates. This was done by the Carriers themselves before there was any state or national control.

On this basis, in good faith, the millers and elevator people of this state have spent millions of dollars in the erection of industries, milling and elevator plants, and to change the basis now and place us on a mileage basis, would practically destroy or confiscate these enormous investments.

Our Association has all the time fought for maintenance of the present basis of group rates for inter-state shipments and common point basis for intra-state shipments. Now we are confronted with the biggest fight that we have ever had to engage in—not only with the Railroad Companies, but with Oklahoma and Kansas.

Our contention has always been that if there is necessity for increased revenue for the Railroad Companies, that it should be obtained by increasing the body of the rate to a certain per cent, instead of by overthrowing the basis which has always been in effect.

Of course it is understood that the grain dealer does not pay the freight rates, but the producer and the consumer pay them. But our Association has always fought unjust advances for the reason that we have felt that we should, as far as possible, protect the interest of the producer, since our income is obtained largely on a basis or per cent of the grain handled—hence it has always seemed to us that we should do everything in our power to enhance and increase the production of grain.

The federal government by expending some fifteen million on the port of Galveston has placed Texas right at the door of the world's markets; the Lord by establishing climatic conditions, Texas grains are matured two weeks to a month earlier than any other crop on this hemisphere. All these conditions should be made use of by the producers—hence we have always fought against unjust rates and rules being imposed upon the producer. We have always spent our money freely along this line feeling that we should protect the people just as far as possible because they contribute to our living.

Our Ass'n is responsible for the present transit rules, which equalize the non-producing grain sections with the grain producing sections. In other words, the mill at Amarillo, under the transit rules, cannot impose upon the producer by reducing the price of wheat below the market value, for the reason that the Fort Worth miller can buy the wheat at Amarillo and mill it at Fort Worth and ship the flour to Tyler or Palestine, where wheat is not raised at the same freight rate that the flour can be shipped from Amarillo.

This establishes and maintains a competitive condition that must not be destroyed, and should the mileage basis as being fought for by the carriers be established, then this com-



petitive condition will be destroyed, and the result will be disastrous to the producer, the handler, the miller and the consumer, and will also, as heretofore stated, practically confiscate or destroy the millions of dollars worth of mill and elevator industries in this state, which have been built up on the competitive system in good faith on rules and regulations established by the carriers themselves when there was no pressure of state or national control.

In the Oklahoma Case, Docket 12244, Corporation Commission of Okla. vs. the Railroads, which was decided something like a year ago, the Oklahoma Corporation Commission complained that the rates on grain and grain products from Oklahoma to Texas created discrimination against Oklahoma. They stressed the mileage from such points as Higgins, Canadian and other points in North-west Texas to Galveston, Beaumont, Orange and such points and compared same with the mileage from Oklahoma points to Texas points. Our Association fought to the fullest possible extent and rather than have the Shreveport scale extended to all Oklahoma points, which the Commission asked to apply from all points in Oklahoma to all points in Texas and the I. C. C. Examiner recommended same, we suggested, as an alternative, that the group be not disturbed and that they take the south line of group one and build their mileage back north from that line. The Commission adopted this suggestion and fixed the mileage at 600 mi., which tariff is now in effect. I think the 600 mi. was adopted by the I. C. C. on account of the Oklahoma Commission having put in effect between points in Oklahoma up to 600 mi., when there is no way in the world to reach a 600 mi. limit in the state of Oklahoma, it being a small state, but the Oklahoma Commission did this, no doubt, for the purpose of trying to influence the I. C. C. and it succeeded in doing so.

The Kansas City Board of Trade through the Federal Grain Company filed complaint with the I. C. C. under the Commission's Docket No. 13518, complaining that the rate between points in Texas created discrimination against Kansas City from points in the North-west Panhandle. The Examiner who had the case has recommended to the Commission the adoption of a 900 mi. scale, placing same at Fullerville and Quanah. This case is now in status quo.

The Texas railroad companies filed an application with the Texas Railroad Commission under date of March 27th, asking that all rates on grain and grain products in Texas be re-adjusted, holding out that they could be adjusted on the basis of the Oklahoma Case, above referred to, and suggesting that instead of the maximum being reached at 200 mi., as under the Shreveport Case now in effect, that the minimum be reached at 600 mi.; that rate on flour and articles taking same rate at 200 mi. for single line be 30½c and for joint lines 31c; for wheat and articles taking same rate, rate for 200 mi. be 26c single line and 26½c joint lines; that corn and articles taking same rate be 23½c single line and 24c joint lines; hay and articles taking same rate be 26c single line and 26½c joint lines. Then the mileage is extended on up to 600 mi. and on flour for both joint and single lines is rate of 50c, for both joint and single lines on wheat 45c, joint and single lines for corn 40½c and hay both joint and single lines 45c—against present schedule of 28c for wheat and hay and 25c for corn and oats. This is based on the Oklahoma scale.

In order to have a just and equitable adjustment of rates throughout the Southwestern territory, the Railroad Commission of Texas and the Interstate Commerce Commission have agreed on a joint hearing to be held in Austin, Texas, Oct. 1, which hearing will continue until all evidence and statements are in.

In this connection, the I. C. C. has re-opened the Oklahoma Case, Docket 12244, and has set it down for hearing in connection with the case of the Texas Carriers before the Texas Railroad Commission at the joint hearing of the

Texas Railroad Commission and the I. C. C. at Austin on Oct. 1st. After this hearing, the I. C. C. will hold a hearing in Oklahoma City on Oct. 10th on these cases for the purpose of giving Oklahoma opportunity to present its views. While hearing has not been set for Kansas City, I have an idea a hearing will be held in Kansas City later on.

These are the most important rate hearings that have ever confronted the members of our Association, as the tendency is to change the rate basis from a group system as to interstate rates and a common point basis as to state rates. The carriers seem to have been fighting for this for some time.

If the mileage basis as suggested, recommended and adopted in the two cases above referred to and in what is known as the Arkansas Case, which established a 600 mi. basis, is put into effect, then it will be practically impossible to conduct a grain business. For instance if a dealer wanted to sell a few thousand bushels of wheat before he had the wheat bought and in the elevator (as the sporting grain men often do on prospects) and he would call up a grain man or a mill man and offer him the grain or ask him what he could pay for it, the first question he would ask would be where the grain would originate. The dealer could not tell him, then how could he sell him the wheat?

## A Meeting of Illinois Local Managers.

The Inland Grain Co., which has its headquarters at Galesburg, Ill., operates elevators at 14 stations, and on Sept. 19 called a meeting of its own with the local managers.

The afternoon was spent in chart talks on the records kept, showing how important it was to have the daily reports regularly. A discussion or a new accounting system also was held. Manager H. H. Potter in his talk gave a general summing up of conditions at the central office and locally, and impressed on all present the necessity of pulling together to maintain the proper margins of gross profit, proper grading of grain, care of grain at local points, the care of local properties, and a study of the overhead. He alluded to the fact that we are a habit-forming people and it would be well to form the habit of making the reports regularly, from the financial as well as the insurance standpoint. He called the managers' attention to the handling of field seeds.

J. W. Butler, auditor, was the toastmaster at the banquet given in the evening at the Elks Club. A. R. Anderson, pres. of the company, delivered an address of welcome, after which all managers took part in a round table discussion on the following topics: "Insurance from Both Views," by J. W. Huntington, of the Grain Dealers Fire Ins. Co. He gave a very able and instructive address on the history of the Grain Dealers Fire Insurance Co., also emphasized the necessity of working together with the country end to cut down the risks and secured a more complete understanding between the local elevators and the insurance inspectors.

"What We Expect from Our Managers"—E. B. Holmes, Galesburg, secretary and treasurer.

"What We Expect from the Central Office"—Bob Smilie, Norwood.

"Picking Your Markets"—C. E. Graves, Weston.

"Grain Storage and Competition"—L. R. Jeter, Odell.

"Merchandise and Collections"—Rose Litchfield, Gerlaw.

"Moisture Testing and Grading of Grain"—George Dameron, Larchland.

"Cooperation of Cars"—Frank Gorham, Douglas.

"The Soy Bean Situation with Us"—Frank Rayburn, Mahomet.

"General Conditions and a New Business"—Manager H. H. Potter, Galesburg.

"Live Stock Feeders"—G. A. Hickman, Abingdon.

"What This Meeting Has Meant to Me"—Lawrence Porter Phelps.

This was the second meeting of the kind and they have been so successful that it is the intention of the officers to make them an annual, if not a semi-annual affair. A better feeling is engendered between the office and the local managers and understandings are reached that are impossible by correspondence.

## CLARK'S GRAIN TABLES FOR WAGON LOADS (Thirteenth Edition)

The best and most complete edition of these popular reduction tables ever issued. It contains 12 grain tables and two pages of freight tables all printed from heavy-faced type in two colors on heavy tough Manila stock. It is reinforced at back with cloth. Marginal index for quickly finding table wanted.

All reductions are complete on one page. It has a range from 100 to 4,090 lbs. on 10-pound breaks. The table shows the following reductions: Oats at 32 lbs., 33 lbs. and 35 lbs. Timothy Seed, 45 lbs. Barley, Hungarian Grams Seed and Corn Meal at 48 lbs. Barely at 50 lbs. Shelled Corn, Rye and Flax Seed at 56 lbs. Wheat, Clover Seed, Beans, Peas and Potatoes at 60 lbs. Ear Corn at 70 lbs., 72 lbs., 75 lbs. and 80 lbs. per bu.

Freight table shows rate per bushel at 60, 56, 48 and 32 lbs. per bu. when the rate per 100 lbs. is 1 to 3¼ cents in ¼ cent rises.

Order Form 4090 WL. Price 60 cents.

## GRAIN DEALERS JOURNAL

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## DIRECT REDUCTION GRAIN TABLES IN FRAME

This set contains six cards with marginal indexes giving reductions of any number of pounds from 600 to 6,590 by 10-pound breaks. For oats and cotton seed at 32 lbs.; barley, buckwheat and hungarian at 48 lbs.; shell corn, rye and flaxseed at 56 lbs.; wheat, clover, peas, potatoes at 60 lbs.; and ear corn at 70 and 75 lbs. to the bushel. Pounds are printed in bold faced type, and reductions to bushels directly beside the corresponding pounds. The six cards fit into a base wood frame with a glass front. Frame can be hung anywhere and tables easily read thru glass. Size 12¼x13¼ inches. Order Form No. 3275 DRF. Price complete, \$2.00.

The six cards of this set may be obtained without box frame for \$1.00.

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## If you have a good thing

Tell the Grain Dealers—  
They'll do the rest—

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If you have spent your good money without satisfactory results, it's a case of wrong article or wrong advertising.

The easiest, most direct, most popular and most effective way to the grain dealer is The Grain Dealers Journal route.

Try it.



## Supreme Court Decisions

**Prosecution for Theft of Interstate Shipment.**—In a prosecution for violating Comp. St. § 8603, by unlawfully breaking the seal of a railroad car containing interstate shipment, or entering such car with intent to commit larceny, defendant was not entitled to a directed verdict because of the failure of the prosecution to prove that the railroad company, in whose possession the car was when defendant entered it, was a corporation.—*Zimmerman v. United States*. U. S. Circuit Court of Appeals. 290 Fed. 376.

**Bona Fide Purchaser of B/L Gets Title to Goods.**—Under Rev. St. arts. 717, 720, defining a bill of lading and providing that a railway shall not deliver goods to any person except the holder thereof, a bona fide purchaser from the consignee of an order bill of lading acquires title to the goods, and the carrier and shipper are both estopped from claiming that the goods were not delivered and that title was not transferred.—*Early-Foster Co. v. Latham & Co.* Court of Civil Appeals of Texas. 253 S. W. 663.

**Reasonable Time for Delivery of Freight.**—What is a reasonable time within which a carrier must transport and deliver freight, is an ultimate inference of fact to be drawn by the jury from all the relevant circumstances of the particular case, such as distance, route, mode of conveyance, character of freight, facilities available, usual time required, abnormal conditions of weather, and extraordinary conditions of any character affecting the movement of freights.—*Allen v. Davis*, Director-General. Supreme Court of South Carolina. 118 S. E. 614.

**Time for Filing Claim.**—Where the loss claimed is absolute and arising from the total failure to deliver, the claim is not a loss or injury "due to delay or damage" within a provision of the bill of lading, providing that, except where the loss or injury complained of is due to delay or damage, claims must be made in writing within six months after a reasonable time for delivery has elapsed; hence such a claim must be filed within the period limited.—*Allen v. Davis*, Director-General. Supreme Court of South Carolina. 118 S. E. 614.

**Delivery of Grain to Warehouse Held "Bailment" Not a Sale.**—Plaintiff, as holder and assignee of storage tickets representing grain stored by him and others with the Glen Ullin Co-operative Elevator Company, a public warehouse, sued the defendant in conversion. Defendant was a grain commission merchant and had loaned money to the elevator company under a contract that it should be used in buying grain and in defraying incidental expenses, the borrower agreeing to ship to the defendant the grain purchased, to be handled by the latter on commission with the privilege of applying the proceeds on the debt. The elevator company had shipped to the defendant grain required to redeem outstanding storage tickets, which grain the defendant sold, retaining the proceeds and crediting it on the elevator company's debt. It is held: Under section 3114 of the Compiled Laws of North Dakota for 1913, the delivery of grain to a warehouseman under contract whereby the latter agrees to deliver a like amount and grade to the holder of the receipts is a "bailment" and not a sale. Where the mass, which is owned in common by the holders of the outstanding warehouse receipts up to the aggregate of their receipts, is reduced below that which is required to satisfy outstanding receipts, the warehouseman cannot confer good title upon a purchaser.—*Peter Kastner v. A. C. Andrews*. Supreme Court of North Dakota. 194 N. W. 824.

## Official Grade Certificate not Binding When Proved Bad.

Whitehead-Davis Grain Co. Charleston, Mo., plaintiff, v. Hastings, Stout & Co., Cairo, Ill., before Arbitration Com'te No. 2 of the Grain Dealers National Ass'n, composed of F. B. Bell, E. H. Bingham and H. W. Reimann, who held that "Altho the integrity of an official inspection certificate is considered unquestioned evidence in absence of proof to the contrary, nevertheless if sufficient evidence is produced to prove that the certificate was issued in error it may be disregarded."

The controversy arises over a car of corn, sold by plaintiff to defendant on March 20, 1923, as one car of 3 yellow corn, now in Cairo, Ill., at 75½ cents basis elevator Cairo. Plaintiff claims that sale was made basis f. o. b. Cairo in accordance with former sales, but as it did not send a confirmation of this sale and defendant did send a confirmation of the purchase, even tho this was contrary to the custom of both of them, as this was the only confirmation exchanged it must be considered as the basis of the sale.

Plaintiff tendered to defendant corn in car 18309 M. & O. on which a grade had been secured from the grain inspection department of the Cairo Board of Trade, showing that corn in car 18309 M. & O. to be 3 yellow corn, in accordance with certificate No. 34907, dated March 19, 1923.

The location of this car was shown to be on the C. C. C. & St. L. incline. Evidence produced shows that this corn had been brought in a barge from up the river and was transferred from the barge to the car on March 19, 1923.

This grain was ordered to defendant's elevator, arriving there on March 23, at which time defendant started to unload the grain, and assert that they found some 3 yellow corn near the door of the car, but the balance of the car was distinctly inferior, some of it being rotten and not in accordance with their contract. The attention of the inspection department was called to the matter and car was again inspected and a re-inspection certificate was issued, dated March 23, 1923—No. 35123, showing that car 18309 M. & O. contained sample grade yellow corn.

Upon ascertaining the inferiority of this corn, defendant did not unload the balance of the car in its elevator, but instead switched the car to its hay warehouse and unloaded the grain there, thereby preserving the identity of the corn. Defendant had already made a payment of \$750.00 on account to plaintiff and asked plaintiff to return the money and to come and look at the corn to ascertain if it was according to sale, to which request plaintiff apparently showed no inclination to comply, altho it was only a few miles from plaintiff's office to defendant's warehouse. Defendant thereupon had most of the corn spread out on the floor of his warehouse and shoveled it over several times in order to cool it, and according to testimony sold out all but 27 bags at a loss of 15 cents a bushel. Testimony indicates that the 27 bags were so poor as to be absolutely worthless, and defendant had advised plaintiff several times that they were there for plaintiff's disposal, if it cared to take them.

In substantiation of the claim that the original inspection of March 19 was in error defendant produces a sworn affidavit from Marvin Fox, certifying that he is an official sampler of the Cairo Board of Trade, and that he drew the sample on which was based the inspection of car 18309 M. & O. on March 19, and at the time of drawing this sample this car was just started being loaded; that he drew the sample from corn on the barge and left immediately and did not see the corn loaded into the car, indicating that he did not see the corn actually put on the car, and had no direct knowledge that the car was loaded with corn similar to the sample he had drawn.

In face of this sworn testimony and the fact that a re-inspection on March 23 showed the corn to be sample grade heating, and in face of the testimony of sworn affidavits by at least two individuals that the corn on reaching the elevator was very badly damaged, hot and distinctly inferior, com'te is forced to believe that the original certificate of No. 3 yellow corn was in error as the sampler admitted that he did not

see the corn put into the car, and in face of the evidence produced to show that the weather at the time in Cairo was not such as to cause corn to heat unduly, it does not appear possible that the corn as placed in the car on the 19th could have been No. 3 yellow corn, in accordance with the certificate issued at that time.

While plaintiff claims that defendant did not show its actual loss nor the parties to whom grain was resold, this com'te feels that defendant apparently did everything within his power to protect plaintiff against the least loss possible in the disposition of this corn.

In face of the testimony submitted the com'te declines to allow the claim of plaintiff and assesses to it the cost of arbitration.

THE Royal Grain Inquiry Commission of Canada has decided to visit Kansas City, Duluth, Buffalo, Minneapolis and New York to investigate the alleged mixing of wheat.

## Terminal Buyer Can Not Call for Delayed Re-inspection Under a Local Rule.

Trans-Mississippi Grain Co., Omaha, Neb., plaintiff, v. S. C. Bartlett Co., Peoria, Ill., before Arbitration Com'te No. 2 of the Grain Dealers National Ass'n, composed of F. B. Bell, E. H. Bingham and H. W. Reimann.

This controversy arises over discount on two cars of corn sold by plaintiff to defendant on May 20 and 21, 1920, at \$1.90 and \$1.94, respectively, track Peoria, Peoria rates and inspection.

Defendant applied on these sales cars GT 107153 and NP 44948, both of which arrived in Peoria and graded No. 2 yellow corn. Defendant ordered both cars to Conover McHenry Elevator and upon arrival at the elevator they were reinspected as sample grade, hot, and defendant took a discount of 32½ cents per bushel on car 107153 and 20 cents a bushel on car 44948, claiming authority under Section 15 of Rule 13, of the Peoria Board of Trade, which is quoted as follows:

"Section 15: Upon all sales or contracts for the delivery of grain on track, or to go to special industries, a tender of the inspector's ticket for the property and the giving of the customary switching order upon the proper railroad company, shall constitute a delivery and the property shall be at the buyer's risk of demurrage, fire, or loss of any kind, except when ordered to regular elevators, when the buyer shall assume no risk until the delivery of the warehouse receipt."

Plaintiff contends that this rule is intended to apply on sales between local parties, as it refers to the tender of the inspection ticket and the customary switching order as constituting a delivery which is so contrary to the universal custom followed in making sales to arrive by a non-resident shipper to a terminal market that this com'te rules that plaintiff's position is correct and that they filled their contract when they made delivery of the two cars of corn, which, upon arrival in Peoria graded No. 2 yellow corn. If defendant's position is correct, there is nothing in the rule as quoted to prevent a buyer from holding grain for one day or even thirty days and then ordering it to a public elevator and expecting seller to accept the reinspection.

Furthermore, defendant failed to comply with the evident intent of Rule 26 of the Grain Dealers National Ass'n providing that buyers should notify sellers of the failure of grain to grade according to contract in order to give sellers the option of effecting a settlement or substituting other grain.

Evidence shows that both plaintiff and defendant thought that the railroad was responsible for the loss and defendant filed claims against the railroad for the entire loss due to the corn going out of condition, but maintained that it did this only for plaintiff's account and that settlement was made without defendant's consent or approval, and therefore it, the defendant, had nothing to do with the claims. However, as defendant actually filed the claims and forwarded them to an attorney for collection and evidently received and forwarded to plaintiff the checks tendered by the railroad in settlement, it is apparent that the settlement was at least made with its consent. There is nothing in the evidence to show that the attorney was not acting under the direct instructions of the defendant nor that the settlement effected with the railroad was not the best one they could have secured.

Plaintiff by this arbitration endeavors to collect from defendant the loss on the corn amounting to a total of \$896.73, less the amount received from the railroad, which was \$272.98, or a net difference of \$533.75. As there is no dispute regarding the amount of the claim involved, the Com'te awards plaintiff the sum of \$533.75 and assesses to defendant the cost of arbitration.

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## Shipper's Weight Must Be at Point Specified.

Sikes-McMullin Grain Co. Sikeston, Mo., v. The Hammond Co., Inc., Laurinburg, N. C., before Arbitration Com'te No. 4 of the Grain Dealers Ass'n, composed of E. W. Crouch, E. Wilkinson and Tom F. Connally, who held that "When contract terms call for shipper's weights at a specified point the shipper cannot demand of the buyer that he accept shipper's weights from another shipping station."

This case grows out of the sale of 3,000 bus. of No. 2 wheat at \$3.15 a bushel c. a. f. Laurinburg, N. C., June 7, 1920, by the Sikes-McMullin Grain Co. to The Hammond Company, Inc., shipment as soon as possible, subject car situation, via S. A. L. Railway. The Sikes-McMullin Grain Co. confirmed "Official Inspection" "Sikeston weights" to govern, to which confirmation The Hammond Company raised no objections.

The point in dispute is whether or not weights at country stations adjacent to Sikeston should govern or whether destination weights should govern, since the wheat was not shipped from Sikeston. The buyer in this case contends that Sikeston weights were the basis of his contract, and that he expected Sikeston weights, and that he would have refused to confirm a purchase stating country weights to govern.

The plaintiff contends that the weights furnished were practically Sikeston weights, as they were weights from elevators near Sikeston, owned and operated by the Sikes-McMullin Grain Co. and under the same management as the Sikeston elevator.

While it is evident that it was the intention of the plaintiff to sell the three cars of wheat on Sikes-McMullin Grain Co. weights instead of Sikeston weights, and furnish it from any of its own elevators, the com'te feels that its confirmation does not justify it in expecting the buyer to take that view. The plaintiff specified the terms of sale and specified Sikeston weights to govern. In failing to furnish Sikeston weights, the shipper by his own act failed to comply with the terms of his confirmation. It would be establishing a dangerous precedent to conclude that the defendant had no rights in this dispute.

The com'te does not believe that country weights, unless distinctly understood at the time the contract is made, would properly fill a contract for Sikeston weights. We, therefore, find that plaintiff owes the defendant the amount of shortage claimed, \$324.28.

The com'te holds that The Hammond Co., Inc., should have allowed the Sikes-McMullin Grain Co. to cash its check of \$1,089.47.

The com'te therefore finds that The Hammond Co., Inc., is due the Sikes-McMullin Grain Co. \$59.91 interest, being 6 per cent on \$1,089.47 from the date of its check, which was about Oct. 24, 1922, until Sept. 24, 1923, by which time a copy of this decision should reach both parties to the controversy.

The com'te also holds that since both parties were in error that the cost of this arbitration shall be assessed equally between the plaintiff and defendant.

The com'te is not allowing interest on the shortage, for the reason that this matter could have and should have been adjusted through arbitration promptly after it was found that the plaintiff and defendant could not agree.

## Protein and Gluten.

The interior milling demand for mixed wheat of larger percentage of soft white winter has prompted our inquiry of millers as to the cause. That mixed wheat of the soft variety should command premium over No. 2 red winter, while not surprising, is rather unusual this early after harvest. Millers tell us that the average protein contents of Ohio and Indiana grown red winter is around 11% with gluten test in flour ranging 9½ to 10%. The protein analysis of local grown wheat of this grade is about 1½% higher than last year's crop with the relative percentage advance in gluten.

White wheat, until the past few years, has sold at a discount under soft red winter, now appears to have found a market at a premium over other grades of the winter variety. As to whether premium for this class is entirely due to high protein content on this crop we are not prepared to say. At any rate the white wheat produced is in active demand, while red winter is selling at a discount.—C. A. King & Co.

## Russian Grain Exports.

The first shipment of grain left Odessa, Russia, Aug. 5, in the steamer Centrosoyus for Rotterdam and Stettin. The cargo amounted to 1,500 tons.

At the beginning of the current years the Council for Labor and Defense approved a grain collecting plan for Khleboprodukt, the principal Russian grain company, of 60,000,000 poods. The new information now available as to the extent of the harvest and the possibilities of laying in supplies have permitted the company to increase their programme to 118,000,000 poods of grain, etc., in Rye units. Of this total 95,000,000 poods will be purchased in the 32 producing provinces. The remaining 23,000,000 poods are allotted to Siberia, the Far East, the Urals and the consuming provinces, whence it is not proposed to export grain. It is anticipated that 72 per cent. of the total will have been acquired by January 1. The above programme includes raw materials to the amount of 15,000,000 poods in rye units. This includes 1,000,000 poods of flax, 190,000 poods of tow, 250,000 poods of hemp, 6.5 million furs of various description.

The "Southern Exportkhleb" which anticipates exporting 44,000,000 poods of grain through the southern ports from the Ukraine, has begun operations at Kharkov, and the raw materials to the amount of 15,000,000 poods at the ports.

The States Black Sea Fleet has 45 steamers at its disposal, of which 20, with a tonnage varying from 500 to 16,000 tons, visit the ports of Greece, Italy and Mediterranean. For transport between the Black Sea and Azov Sea ports there are 20 ships of a total tonnage of 1,000,000 poods and 17 iron barges with a tonnage of 930,000 poods. Between August and December the State Steamship Company anticipates transporting 36,000,000 poods of various cargo. Transport of grain further afield will take place on specially charged foreign ships.

The Union Soviet Government has ratified the statutes for a grain inspection department, subordinated to the People Commissariat for Food. The department will carry out all work involved in the standardization, classification and certification of various kinds of grain. Each will have its representatives in all grain producing areas, elevators and ports whence grain is shipped abroad. A pood is 36 pounds. From Russian official report in Corn Trade News.

## Keep Dirt Out of Your Grain.

"Every so often," said a receiver of cash grain at Milwaukee, "we have a car of grain come in that has a lot of sticks, stones, cinders and other trash on top of the grain. This is sometimes the fault of the railroad company. A quantity of the grain will run out of the car while en route, and will be shovelled back into the car by the railroad employees.

"On the other hand, this may occur right at the country elevator. I have known of cases where a spout was broken, or the grain spilled while the car was being loaded and the elevator man will do the best he can to recover the grain by taking a shovel and scooping it back into the car.

"It is much better to lose a few bushels of grain than to throw this stuff into the car and take a discount on the entire contents of the car."

THE NORWEGIAN steamer Hivos, which was sunk in 1916 by German mines laid outside the harbor of Oran, Algeria, recently rose to the surface from an inverted position and righted itself, and then went to pieces with what seemed to be an explosion. The vessel had lain 5 years in water 180 feet deep, and contained a cargo of grain.

## It's Money in Your Pocket

to use the Universal Grain Code. Read the following letter, written by a firm that is well known and who are users of the Universal Grain Code.

111 W. Jackson Blvd.

Chicago, Nov. 3, 1920.

Grain Dealers Journal,  
305 So. LaSalle St.,  
Chicago, Ill.

Gentlemen:

We beg to advise that ever since the publication of the Universal Grain Code, we have used it continually with most of our brokers, and find it very satisfactory indeed. We found it a little difficult at first to educate some of our brokers to its use, but finally overcame any objections they had and now we use it almost entirely in transacting our cash grain business between the various markets in the East and Chicago. It is not only very complete in all details but is made up in a manner that permits of considerable saving in telegraph toll.

Yours very truly,

J. C. SHAFFER GRAIN  
EMC\*ES COMPANY

Note what they say about the completeness of the code and how easy it is to find words thru the convenient arrangement. Many other grain firms say the same.

The code contains 146 pages of policy bond paper on which are printed over 14,000 code words for modern, up-to-date trade expressions, every one of which will effect a saving in your telegraph bills.

Follow the example of the J. C. Shaffer Company and stop the leaks in your profits by using an up-to-date, complete grain code.

Send your order today

Price \$3.00

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## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

C. R. I. & P. in tariff 27537-I gives joint and proportional rates on grain, grain products, seeds, hay and broom corn, from stations on the C. R. I. & P. Railway in Illinois, Iowa, Kansas, Minnesota, Missouri and Nebraska to stations in Illinois, Indiana, Kentucky, Michigan, New York, Ohio and Pennsylvania, effective Oct. 1.

C. R. I. & P. in Supplement 6 to 19690-J gives local, joint and proportional rates on grain, grain products, seeds and broom corn, from stations in Colorado, Kansas, Missouri, Nebraska, New Mexico and Oklahoma, also Council Bluffs, Ia., to Little Rock and stations in Arkansas, Louisiana and Missouri, effective Sept. 26.

C. R. I. & P. in Supplement 7 to 13207-J gives joint proportional rates on grain, grain products and seeds, from Albright, Neb., Atchison, Kan., Council Bluffs, Ia., Kansas City, Kan., Kansas City, Mo., Leavenworth, Kan., Omaha, South Omaha, Neb., and St. Joseph, Mo., to stations in Illinois, Indiana, Iowa, Michigan and Wisconsin, effective Oct. 18.

C. & E. I. in supplement 48 to 8650 gives joint and proportional rates on grain, grain products and grain by-products, also cotton seed, cotton seed ashes, cotton seed hull bran and dried beet pulp from stations on the Chicago and Eastern Illinois Railway to points in Kentucky, New York, Ohio, Pennsylvania, West Virginia and the Dominion of Canada shown in tariff as amended, effective Oct. 1.

C. R. I. & P. in Supplement 7 to 28405-E gives local, joint and proportional rates on hay, straw and corn husks, from stations in Arkansas, Colorado, Kansas, Louisiana, Nebraska, New Mexico and Oklahoma, also Joplin, Mo., to Little Rock, Ark., Memphis, Tenn., New Orleans, La., Texarkana, Ark.-Tex., also in Alabama, Arkansas, Louisiana, Mississippi, Missouri and Oklahoma, effective Sept. 26.

C. R. I. & P. in Supplement 8 to 31408-C gives local, joint and proportional rates on grain, grain products, seeds, and broom corn, from stations in Colorado, Kansas, Missouri, Nebraska, New Mexico and Oklahoma, also Council Bluffs, Iowa and Memphis, Tenn., to Memphis, Tenn., New Orleans, La., and stations in Alabama, Arkansas, Kansas, Louisiana, Mississippi, Missouri and Oklahoma, effective Oct. 10.

C. R. I. & P. in Supplement 5 to 10389-H gives local, joint and proportional rates on grain, grain products and seeds between St. Louis, Mo., East St. Louis, Alton, Quincy, Ill., Hannibal, Mo., and stations in Illinois, Iowa, Minnesota, Missouri and South Dakota, also Kansas City, Atchison and Leavenworth, Kan., also on grain and grain products from stations in Iowa, Minnesota and South Dakota to Cairo, Thebes, Ill., Evansville, Ind., and Louisville, Ky., when destined Southeastern and Carolina Territories, effective Sept. 28.

C. R. I. & P. in Supplement 5 to 22000-H gives local, joint and proportional rates on grain, grain products and seeds between Chicago, Mo., Peoria, Rock Island, Ill., Burlington, Clinton, Davenport, Keokuk, Muscatine, Ia., Minneapolis, Minnesota Transfer, St. Paul, Minn., and stations on C. R. I. & P. Ry. and connections in Illinois, Iowa, Minnesota, Missouri and South Dakota, including Kansas City, St. Joseph, Mo., Council Bluffs, Ia., Kansas City, Atchison, Leavenworth, Kan., Albright, Omaha and South Omaha, Neb., effective Oct. 15.

C. R. I. & P. in Supplement 2 to 28675-F gives local, joint and proportional rates on grain, grain products, broom corn, alfalfa cake and meal, linseed cake and meal and seeds, between Chicago, Peoria, Rock Island, Ill., Council Bluffs, Iowa, Kansas City, St. Joseph, St. Louis, Mo., Minneapolis, St. Paul, Minn., Omaha, Neb., also stations in Colorado, Illinois, Iowa, Kansas, Minnesota, Missouri, Nebraska, Oklahoma and South Dakota and stations in Colorado, Kansas, Nebraska, New Mexico, Oklahoma and Texhoma, Tex., effective Oct. 1.

I. C. in 601-1 gives local, joint and proportional rates on grain, grain products, feed, hay, meal, seeds, straw, flax fibre and moss between stations in Iowa, Minnesota, Nebraska, South Dakota and on Illinois Central Railroad, Cedar Rapids & Iowa City Railway, Ft. Dodge, Des Moines & Southern Railroad, Great Northern Railway, Waterloo, Cedar Falls & Northern Railway, and Chicago, Ill., Milwaukee, Wis., Minneapolis, Minn., Omaha, Neb., Peoria, Ill., St. Louis, Mo., Ohio River Crossings and other stations in Illinois, Indiana, Iowa, Kansas, Kentucky, Minnesota, Missouri, Ohio, South Dakota and Wisconsin, effective Oct. 4.

Cost \$29,000; Sold for \$2,690.

The demagogues who led the farmers in the vicinity of North Fairfield, Ohio, into investing \$29,000 in grain elevator facilities will be satisfied to read in our news columns of its sale at public auction for less than one-tenth of its original cost. The business obtainable did not justify any such investment.

A well equipped elevator at Shidler, Ind., is said to have cost more than the total amount of grain business handled any year since it was erected.

Grain dealers everywhere will agree with the *Detroit Free Press* in that,

The demagogue is the evil whisperer who makes white look black, and black look white. He is the blatant shouter who splatters the fairest deeds and the highest motives with mud. In his more passive moods, he is an opportunist, riding on the passion of the moment. But the demagogue rarely is satisfied to be passive. He is happiest when he is fomenting unrest and discontent. He loves to pose as a reformer. He is always "saving the people" or "rescuing the country" or "cleansing politics" or "unearthing corruption," generally by raising a bugaboo of his own contrivance.

The demagogue is the confidence man of politics. He is a counterfeit himself and he peddles counterfeits. He never is constructive. He always tears down. When he seems to be constructive, he is merely engaged in an effort to substitute a nostrum for something that is sound.

The best way, the only way, to keep the demagogues in check is to disseminate accurate information regarding public matters. The moment a man or woman has real knowledge of affairs, that moment the power of the demagogue vanishes. He appears contemptible, an object of derision. He knows this, and that is the reason he seldom approaches the educated or the intellectually keen, but hunts out the ignorant, and particularly those he considers stupid.

## Opposed to Governmental Regulation.

The impractical agitators who have been maligning and traducing the railroads as well as many other lines of business will find food for thought in the following resolution adopted recently by the National Ass'n of Credit Men:

Trade and transportation are so inter-dependent that there cannot be weakness or retrogression in one without the effect being felt at once in the other. No matter in what line of business one is engaged, his interest in the development of our transportation system, its sturdiness and growth to meet the increasing demands of trade and population, is vital.

We owe much to the big visioned men who dreamed the dreams that gave us our great railway facilities that have joined together the distant sections of our land. We are not yet ready to dispense with the services of the long visioned railway builders. If our crops are to be quickly moved from farm through the various processes to consumer, if commodities are to flow in even current from factory to destination, the railways must be encouraged to develop and carry through plans for extensions and equipment that shall make them equal to increasing demands, at costs as low as possible.

Railway credit must be re-established on a firm basis. The interests of the people demand that the securities of American railroads shall be prime investment throughout the world, but this cannot be if in the operations and management of our roads there be more governmental interference than is necessary to assure protection to the people's interests.

This Convention opposes undue governmental regulation and stands emphatically against government control and administration, and for the encouragement of individual initiative, individual responsibility, and individual opportunity in the development of our railway system as best not alone for the railroads, but for all the people in their various sections and activities.

Two well known grain men of Canada have been employed by the South African government as traveling inspectors for country elevators. T. N. N. Goldie, of Kindersley, Sask., and H. A. Vaughan of Winnipeg were recommended for the positions by the board of grain commissioners. Mr. Vaughan has resigned his position with the Maple Leaf Milling Co.

## Another Trade Ass'n in the Publishing Business.

Information concerning the progress of the annual convention of the National Coal Association is meagre. Like an electric flash lamp on a dark night, it is scant, but illuminating. Most of the illumination comes from the report of Secretary Gandy, and the report of the publicity committee, both read before the opening session.

The secretary's report says, "If this business continues, it, (*Coal Review*) will show a profit for the year 1923." The publicity committee reports, "There were two reasons for the publicity work being turned over to an outside organization . . . . So that the enlarged program of publicity would not interfere with the regular work of *Coal Review* . . . . These two phrases act as a great white light to make clear to an interested world the misguided activities of this organization which have so diverted it from its clearly defined line of duty as to cause it to become now a body National in name alone.

As to profits, in such an organization profits are purely a matter of bookkeeping. Are salaries of all officers, for that portion of the time which is devoted to this weekly charge to it? Is employees' time likewise accounted for? Or is *Coal Review* charged only with the salaries of a few employees and the greater portion of both executive and clerical expenses borne by the association? Are circular letters and postage, having to do twenty per cent with association affairs and eighty per cent with the paper, charged accordingly or does the association bear it all? Is traveling expense of Messrs. Ogle, Gandy, and other officers when on publication business, properly charged? We know of at least one similar venture where even the paper that was used in printing the publication was charged to an association as stationery in order to make a losing proposition look like a winner.

Then, to make the point we have often previously mentioned, it is now officially stated that the publicity committee turns its publicity work over to an outside concern so that such work "would not interfere with the regular work of *Coal Review*!" In other words, the National Coal Assn., has become so engrossed so deeply involved in the publication of a commercial journal, that its own standing committee have no time for National Coal Assn. work—*The Black Diamond*.

## Books Received

POLISH AND POULARD WHEATS, spectacular but of no commercial value in U. S. Polish wheat has large heads, frequently 6 or 7 inches in length and an inch or more in diameter. The kernels are long, sometimes half an inch in length, and are very hard. The one variety of Polish wheat grown in this country, White Polish, somewhat resembles rye and has sometimes been wrongly sold as a variety of "giant" rye. It can be grown only in the spring wheat region, and there it seldom yields more than half or two-thirds as much as other varieties. It is not used in the manufacture of bread-making flours or semolina products, such as macaroni and spaghetti. Four varieties of poulard wheat have been grown in the United States in recent years, three of which have branched or composite heads. The Alaska is the best known and most widely exploited variety. It yields lower than other commonly grown varieties and is unsuitable for making flour. The history, adaptation, and description of the varieties of Polish and Poulard wheat are given in Farmers bulletin 1340, a copy of which may be obtained from the United States Department of Agriculture, Washington, D. C.



## Receiving and Shipping Set of Grain Books

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The printing is crosswise ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer."

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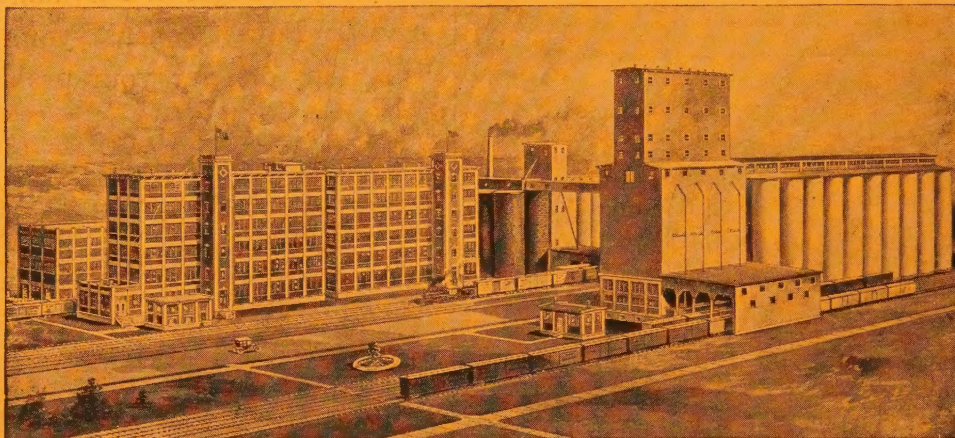
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